

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.

Arey Jones has reviewed this information presented and confirms it's understanding.

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

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Bidder Name: Arrey Jones Educational Solutions

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: LOGITECH : LAUSD - Logitech Content camera base	\$ 299.00	13.90% %	\$ 257.43	Logitech	960-001667	\$ 25,485.57
2	300	Document Camera #2: LOGITECH : LAUSD - Logitech Content camera - clamp	\$ 299.00	13.90% %	\$ 257.43	Logitech	960-001668	\$ 77,229.00
<p>Note 1: Bidder to indicate percentage (%) off catalog for other _____ 5% (Percentage discount)</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>								

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: Logitech Tap Control Screen-version 2 with Cat5e Kit	\$ 999.00	13.84% %	\$ 860.72	Logitech	939-001950	\$ 85,211.28
3b	99	Optional 3-year warranty with on-site repair/replacement	\$ 999.00	30.31% %	\$ 696.16	Logitech	994-000148	\$ 68,919.84
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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>								

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: LOGITECH : Logitech Rally Bar - Graphite	\$ 3,999.00	13.84% %	\$ 3,445.48	Logitech	960-001308	\$ 341,102.52
4b	99	Optional 3-year service plan	\$ 999.00	30.31% %	\$ 696.16	Logitech	994-000148	\$ 68,919.84
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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>								

CATEGORY 4: HUB								
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	\$ 139.99	48.38% %	\$ 72.76	Plugable	UD-3900H	\$ 72,760.00
5b	1000	Optional 2nd year manufacturer warranty	Included with Dock	Included with Dock %	Included with Dock	Plugable	Included with Dock	Included with Dock
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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>								

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	55.10% %	\$ 9.42	ThinkWrite	TW-100	\$ 942,000.00
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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>								

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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
8	800	Projector #2	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
9	800	Projector #3	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
10	199	Projector #4	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
11	10	Projector #5	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

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Rate Schedule Section**

12	10	Projector #6	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			_____ % (Percentage discount)				
		**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 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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
14	800	PROJECTION SCREEN #1	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
15	800	PROJECTION SCREEN #2	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
16	200	PROJECTION SCREEN #3	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			_____ % (Percentage discount)				
		**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	\$	%	\$			0	
a	600	65": Promethean ActivPanel LX 65" with OPS-Android	\$ 2,513.49	48.57%	1,292.80	Promethean	APLX-65-NA-1 (See Quote for Part Number/List Breakdown)	\$ 775,680.00	
b	600	70"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
c	600	75": Promethean ActivPanel LX 75" with OPS-Android	\$ 3,983.49	59.94%	1,595.80	Promethean	APLX-75-NA-1 (See Quote for Part Number/List Breakdown)	\$ 957,480.00	
d	600	80"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
e	600	85": Promethean ActivPanel LX 86" with OPS-Android	\$ 5,893.49	58.36%	2,454.30	Promethean	APLX-86-NA-1 (See Quote for Part Number/List Breakdown)	\$ 1,472,580.00	
f	1000	wall mount	Included with board	Included with board %	Included with board \$	Promethean	Included with board	Included with board	
g	1000	cart/stand	\$ 419.00	15.63%	353.50	Promethean	AP-FSM-TR	\$ 353,500.00	
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			10 % (Percentage discount)				
		**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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
19	2000	4x2 HDMI Matrix Switch	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
20	1500	Portable Mobile PA System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
21	1500	UHF Cardioid Dynamic Wireless Microphone System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
23	500	FM Receiver with seek-button channel selection	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
24	500	Folding Headphones	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
25	100	Large water-resistant Carry Case	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
26	200	Neckloop	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
27	1500	Mobile Storage Cart	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			_____ % (Percentage discount)				
		**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							

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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	\$53.75

*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)	\$59.50
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	\$47.50
29C	1500	TRAINING SERVICES (per hour)	Included

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

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Bidder Name: Arey Jones Educational Solutions

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: LOGITECH : LAUSD - Logitech Content camera base	\$ 299.00	13.90% %	\$ 257.43	Logitech	960-001667	\$ 25,485.57
2	300	Document Camera #2: LOGITECH : LAUSD - Logitech Content camera - clamp	\$ 299.00	13.90% %	\$ 257.43	Logitech	960-001668	\$ 77,229.00
Note 1:		Bidder to indicate percentage (%) off catalog for other _____ 5% (Percentage discount)						
*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: Logitech Tap Control Screen-version 2 with Cat5c Kit	\$ 999.00	13.84% %	\$ 860.72	Logitech	939-001950	\$ 85,211.28
3b	99	Optional 3-year warranty with on-site repair/replacement	\$ 999.00	30.31% %	\$ 696.16	Logitech	994-000148	\$ 68,919.84
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)						
*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: LOGITECH - Logitech Rally Bar - Graphite	\$ 3,999.00	13.84% %	\$ 3,445.48	Logitech	960-001308	\$ 341,102.52
4b	99	Optional 3-year service plan	\$ 999.00	30.31% %	\$ 696.16	Logitech	994-000148	\$ 68,919.84
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)						
*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
5a	1000	Plugable Dual Monitor Docking Station Hub	\$ 139.99	48.38% %	\$ 72.76	Plugable	UD-3900H	\$ 72,760.00
5b	1000	Optional 2nd year manufacturer warranty	Included with Dock	Included with Dock %	Included with Dock	Plugable	Included with Dock	Included with Dock
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)						
*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	55.10% %	\$ 9.42	ThinkWrite	TW-100	\$ 942,000.00
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)						
*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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
8	800	Projector #2	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
9	800	Projector #3	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
10	199	Projector #4	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
11	10	Projector #5	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

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12	10	Projector #6	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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 I.I.C. 24. Required Services						

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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
14	800	PROJECTION SCREEN #1	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
15	800	PROJECTION SCREEN #2	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
16	200	PROJECTION SCREEN #3	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
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 I.I.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	\$	%	\$			0
a	600	65": Promethean ActivPanel LX 65" with OPS-Chromebrox	\$ 2,555.49	44.08% %	1,429.15 \$	Promethean	APLX-65-NA-1 (See Quote for Part Number/List Breakdown)	\$ 857,490.00
b	600	70"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
c	600	75": Promethean ActivPanel LX 75" with OPS-Chromebrox	\$ 4,025.49	56.97% %	1,732.15 \$	Promethean	APLX-75-NA-1 (See Quote for Part Number/List Breakdown)	\$ 1,039,290.00
d	600	80"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
e	600	85": Promethean ActivPanel LX 86" with OPS-Chromebrox	\$ 5,935.49	56.35% %	2,590.65 \$	Promethean	APLX-86-NA-1 (See Quote for Part Number/List Breakdown)	\$ 1,554,390.00
f	1000	wall mount	Included with board	Included with board %	Included with board \$	Promethean	Included with board	Included with board
g	1000	cart/stand	\$ 419.00	15.63% %	353.50 \$	Promethean	AP-FSM-TR	\$ 353,500.00
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CATEGORY 9: AUDIO VIDEO MEDIA ACCESSORIES

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19	2000	4x2 HDMI Matrix Switch	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
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21	1500	UHF Cardioid Dynamic Wireless Microphone System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
23	500	FM Receiver with seek-button channel selection	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
24	500	Folding Headphones	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
25	100	Large water-resistant Carry Case	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
26	200	Neckloop	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
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Item No.	Estimated Annual Quantity	Item Description	Cost Per Unit
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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
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29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	\$47.50
29C	1500	TRAINING SERVICES (per hour)	Included

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Bidder Name: Arey Jones Educational Solutions

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CATEGORY 2: COLLABORATION DEVICE								
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5b	1000	Optional 2nd year manufacturer warranty	Included with Dock	Included with Dock %	Included with Dock	Plugable	Included with Dock	Included with Dock
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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>								

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	55.10% %	\$ 9.42	ThinkWrite	TW-100	\$ 942,000.00
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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>								

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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
8	800	Projector #2	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
9	800	Projector #3	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
10	199	Projector #4	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
11	10	Projector #5	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

**Section III
Rate Schedule Section**

12	10	Projector #6	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			_____ % (Percentage discount)				
		**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 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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
14	800	PROJECTION SCREEN #1	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
15	800	PROJECTION SCREEN #2	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
16	200	PROJECTION SCREEN #3	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			_____ % (Percentage discount)				
		**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 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	\$	%	\$			0	
a	600	65": Promethean ActivPanel 9 65"	\$ 2,800.79	45.19%	1,535.20	Promethean	AP9-A65-NA-1 (See Quote for Part Number/List Breakdown)	\$ 921,120.00	
b	600	70"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
c	600	75": Promethean ActivPanel 9 75"	\$ 4,270.79	52.82%	2,014.95	Promethean	AP9-A75-NA-1 (See Quote for Part Number/List Breakdown)	\$ 1,208,970.00	
d	600	80"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
e	600	85": Promethean ActivPanel 9 86"	\$ 6,180.79	54.33%	2,822.95	Promethean	AP9-A86-NA-1 (See Quote for Part Number/List Breakdown)	\$ 1,693,770.00	
f	1000	wall mount	Included with board	Included with board %	Included with board \$	Promethean	Included with board	Included with board	
g	1000	cart/stand	\$ 419.00	15.63%	353.50	Promethean	AP-FSM-TR	\$ 353,500.00	
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			10 % (Percentage discount)				
		**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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
19	2000	4x2 HDMI Matrix Switch	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
20	1500	Portable Mobile PA System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
21	1500	UHF Cardioid Dynamic Wireless Microphone System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
23	500	FM Receiver with seek-button channel selection	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
24	500	Folding Headphones	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
25	100	Large water-resistant Carry Case	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
26	200	Neckloop	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
27	1500	Mobile Storage Cart	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid	
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			_____ % (Percentage discount)				
		**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	\$53.75

*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)	\$59.50
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	\$47.50
29C	1500	TRAINING SERVICES (per hour)	Included

*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: Arey Jones Educational Solutions

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: LOGITECH - LAUSD - Logitech Content camera base	\$ 299.00	13.90% ^o	\$ 257.43	Logitech	960-001667	\$ 25,485.57
2	300	Document Camera #2: LOGITECH - LAUSD - Logitech Content camera - clamp	\$ 299.00	13.90% ^o	\$ 257.43	Logitech	960-001668	\$ 77,229.00
<p>Note 1: Bidder to indicate percentage (%) off catalog for other _____ 5% (Percentage discount)</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 Tapout: Logitech Tap Control Screen-version 2 with Cat5e Kit	\$ 999.00	13.84% ^o	\$ 860.72	Logitech	939-001950	\$ 85,211.28
3b	99	Optional 3-year warranty with on-site repair/replacement	\$ 999.00	30.31% ^o	\$ 696.16	Logitech	994-000148	\$ 68,919.84
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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: LOGITECH - Logitech Rally Bar - Graphite	\$ 3,999.00	13.84% ^o	\$ 3,445.48	Logitech	960-001308	\$ 341,102.52
4b	99	Optional 3-year service plan	\$ 999.00	30.31% ^o	\$ 696.16	Logitech	994-000148	\$ 68,919.84
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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
5a	1000	Plugable Dual Monitor Docking Station Hub	\$ 139.99	48.38% ^o	\$ 72.76	Plugable	UD-3900H	\$ 72,760.00
5b	1000	Optional 2nd year manufacturer warranty	Included with Dock	Included with Dock %	Included with Dock	Plugable	Included with Dock	Included with Dock
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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 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	55.10% ^o	\$ 9.42	ThinkWrite	TW-100	\$ 942,000.00
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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 6: PROJECTORS								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7a	900	Projector #1	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
8	800	Projector #2	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
9	800	Projector #3	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
10	199	Projector #4	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
11	10	Projector #5	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

**Section III
Rate Schedule Section**

12	10	Projector #6	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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 I.I.C. 24. Required Services						

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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
14	800	PROJECTION SCREEN #1	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
15	800	PROJECTION SCREEN #2	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
16	200	PROJECTION SCREEN #3	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
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 I.I.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	\$	%	\$			0
a	600	65": Promethean ActivPanel 9 Premium 65"	\$ 3,220.79	44.81%	1,777.60	Promethean	AP9-B65-NA-1 (See Quote for Part Number/List Breakdown)	\$ 1,066,560.00
b	600	70"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
c	600	75": Promethean ActivPanel 9 Premium 75"	\$ 4,690.79	51.34%	2,282.60	Promethean	AP9-B75-NA-1 (See Quote for Part Number/List Breakdown)	\$ 1,369,560.00
d	600	80"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
e	600	85": Promethean ActivPanel 9 Premium 86"	\$ 6,600.79	53.18%	3,090.60	Promethean	AP9-B86-NA-1 (See Quote for Part Number/List Breakdown)	\$ 1,854,360.00
f	1000	wall mount	Included with board	Included with board %	Included with board \$	Promethean	Included with board	Included with board
g	1000	cart/stand	\$ 419.00	15.63%	353.50	Promethean	AP-FSM-TR	\$ 353,500.00
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 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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
19	2000	4x2 HDMI Matrix Switch	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
20	1500	Portable Mobile PA System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
21	1500	UHF Cardioid Dynamic Wireless Microphone System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
23	500	FM Receiver with seek-button channel selection	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
24	500	Folding Headphones	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
25	100	Large water-resistant Carry Case	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
26	200	Neckloop	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
27	1500	Mobile Storage Cart	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
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 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	\$53.75

*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)	\$59.50
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	\$47.50
29C	1500	TRAINING SERVICES (per hour)	Included

*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: Arey Jones Educational Solutions

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: LOGITECH - LAUSD - Logitech Content camera base	\$ 299.00	13.90% %	\$ 257.43	Logitech	960-001667	\$ 25,485.57
2	300	Document Camera #2: LOGITECH - LAUSD - Logitech Content camera - clamp	\$ 299.00	13.90% %	\$ 257.43	Logitech	960-001668	\$ 77,229.00
<p>Note 1: Bidder to indicate percentage (%) off catalog for other _____ 5% (Percentage discount)</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 Tripoint: Logitech Tap Control Screen-Version 2 with Cat5e Kit	\$ 999.00	13.84% %	\$ 860.72	Logitech	939-001950	\$ 85,211.28
3b	99	Optional 3-year warranty with on-site repair/replacement	\$ 999.00	30.31% %	\$ 696.16	Logitech	994-000148	\$ 68,919.84
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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: LOGITECH - Logitech Rally Bar - Graphite	\$ 3,999.00	13.84% %	\$ 3,445.48	Logitech	960-001308	\$ 341,102.52
4b	99	Optional 3-year service plan	\$ 999.00	30.31% %	\$ 696.16	Logitech	994-000148	\$ 68,919.84
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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
5a	1000	Plugable Dual Monitor Docking Station Hub	\$ 139.99	48.38% %	\$ 72.76	Plugable	UD-3900H	\$ 72,760.00
5b	1000	Optional 2nd year manufacturer warranty	Included with Dock	Included with Dock %	Included with Dock	Plugable	Included with Dock	Included with Dock
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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 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	55.10% %	\$ 9.42	ThinkWrite	TW-100	\$ 942,000.00
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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 6: PROJECTORS								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7a	900	Projector #1	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
8	800	Projector #2	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
9	800	Projector #3	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
10	199	Projector #4	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
11	10	Projector #5	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

**Section III
Rate Schedule Section**

12	10	Projector #6	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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 I.I.C. 24. Required Services						

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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
14	800	PROJECTION SCREEN #1	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
15	800	PROJECTION SCREEN #2	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
16	200	PROJECTION SCREEN #3	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
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 I.I.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	\$	%	\$			0
a	600	65" LG ELECTRONICS USA : 65IP5	\$ 3,641.49	61.35%	1,407.53	LG	65TR3DK-B (See Quote for Part Number/List Breakdown)	\$ 844,518.00
b	600	70"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
c	600	75" LG ELECTRONICS USA : 75IP5	\$ 4,474.49	61.44%	1,725.55	LG	75TR3DK-B (See Quote for Part Number/List Breakdown)	\$ 1,035,330.00
d	600	80"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
e	600	85" LG ELECTRONICS USA : 86IP5	\$ 6,077.49	62.16%	2,299.94	LG	86TR3DK-B (See Quote for Part Number/List Breakdown)	\$ 1,379,964.00
f	1000	wall mount	\$ 63.00	40.22%	37.66	LG	WM-L000S	\$ 37,660.00
g	1000	cart/stand	\$ 490.00	44.28%	273.04	LG	ST-000F	\$ 273,040.00
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 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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
19	2000	4x2 HDMI Matrix Switch	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
20	1500	Portable Mobile PA System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
21	1500	UHF Cardioid Dynamic Wireless Microphone System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
23	500	FM Receiver with seek-button channel selection	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
24	500	Folding Headphones	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
25	100	Large water-resistant Carry Case	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
26	200	Neckloop	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
27	1500	Mobile Storage Cart	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
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 I.I.C. 24. Required Services						

Section III
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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	\$53.75

*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)	\$59.50
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	\$47.50
29C	1500	TRAINING SERVICES (per hour)	Included

*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: Arey Jones Educational Solutions

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: LOGITECH - LAUSD - Logitech Content camera base	\$ 299.00	13.90% %	\$ 257.43	Logitech	960-001667	\$ 25,485.57
2	300	Document Camera #2: LOGITECH - LAUSD - Logitech Content camera - clamp	\$ 299.00	13.90% %	\$ 257.43	Logitech	960-001668	\$ 77,229.00
<p>Note 1: Bidder to indicate percentage (%) off catalog for other _____ 5% (Percentage discount)</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>								

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 Device: Logitech Tap Control Screen-Version 2 with Case Kit	\$ 999.00	13.84% %	\$ 860.72	Logitech	939-001950	\$ 85,211.28
3b	99	Optional 3-year warranty with on-site repair/replacement	\$ 999.00	30.31% %	\$ 696.16	Logitech	994-000148	\$ 68,919.84
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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>								

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: LOGITECH - Logitech Rally Bar - Graphite	\$ 3,999.00	13.84% %	\$ 3,445.48	Logitech	960-001308	\$ 341,102.52
4b	99	Optional 3-year service plan	\$ 999.00	30.31% %	\$ 696.16	Logitech	994-000148	\$ 68,919.84
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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>								

CATEGORY 4: HUB								
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
5a	1000	Plugable Dual Monitor Docking Station Hub	\$ 139.99	48.38% %	\$ 72.76	Plugable	UD-3900H	\$ 72,760.00
5b	1000	Optional 2nd year manufacturer warranty	Included with Dock	Included with Dock %	Included with Dock	Plugable	Included with Dock	Included with Dock
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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>								

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	55.10% %	\$ 9.42	ThinkWrite	TW-100	\$ 942,000.00
<p>Note 1: Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* _____ 5% (Percentage discount)</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>								

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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
8	800	Projector #2	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
9	800	Projector #3	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
10	199	Projector #4	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
11	10	Projector #5	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

**Section III
Rate Schedule Section**

12	10	Projector #6	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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 I.I.C. 24. Required Services						

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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
14	800	PROJECTION SCREEN #1	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
15	800	PROJECTION SCREEN #2	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
16	200	PROJECTION SCREEN #3	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
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 I.I.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	\$	%	\$			0
a	600	65": ViewSonic 65 inches ViewBoard 4K Ultra HD	\$ 4,066.00	72.39%	1,122.73	ViewSonic	IFP6550 (See Quote for Part Number Breakdown)	\$ 673,638.00
b	600	70"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
c	600	75": ViewSonic Advanced 75 inch Ultra HD ViewBoard Interactive Flat Panel	\$ 6,116.00	76.27%	1,451.04	ViewSonic	IFP7550 (See Quote for Part Number Breakdown)	\$ 870,624.00
d	600	80"	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
e	600	85": ViewSonic 86inches ViewBoard 4K Ultra HD Interactive Flat Panel	\$ 9,016.00	78.00%	1,983.83	ViewSonic	IFP8650 (See Quote for Part Number Breakdown)	\$ 1,190,298.00
f	1000	wall mount	\$ 109.00	53.20%	51.01	ViewSonic	WMK-047-2	\$ 51,010.00
g	1000	cart/stand	\$ 799.00	65.95%	272.06	ViewSonic	VB-STND-001	\$ 272,060.00
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 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	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
19	2000	4x2 HDMI Matrix Switch	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
20	1500	Portable Mobile PA System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
21	1500	UHF Cardioid Dynamic Wireless Microphone System	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
23	500	FM Receiver with seek-button channel selection	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
24	500	Folding Headphones	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
25	100	Large water-resistant Carry Case	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
26	200	Neckloop	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
27	1500	Mobile Storage Cart	No Bid	No Bid %	No Bid \$	No Bid	No Bid	No Bid
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 I.I.C. 24. Required Services						

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29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	\$47.50
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