

University of Central Florida BID/PROPOSAL TABULATION

TITLE: Multimedia Equipment
NUMBER: 2021-05MCA **AGENT/COORDINATOR:** B.Sargent
OPENING DATE: TIME: 9/24/21
POSTING TIME / DATE:
FROM - 10/19/21; 11:47AM
TO - 10/22/21; 11:47AM

Bid/Proposal tabulations with intended award(s) will be posted for review by interested parties on the Procurement Services solicitation webpage and will remain posted for a period of 72 hours. "Failure to file a protest in accordance with BOG regulation 18.002, or failure to post the bond or other security as required in BOG regulation 18.003, shall constitute a waiver of protest proceedings."

INTENT TO AWARD

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<u>Bidders/Proposers</u>							
Applied Global Technologies							
AVI-SPL							
B&H Foto							
Black Box Corporation							
CCS Presentation							
Innovate Audio Visual							
Prosound							
Smiley's Audio Visual							
Specialty Bulb							
Visual Systems Group							

REMARKS:

See page 2 – 6 for primary and secondary intended awardees by manufacturer.

ITB 2021MCA - Multimedia Equipment

Summary of Awards, % OFF MSRP by Manufacturer unless noted as % OFF Advertised Price

Brand	Category	Primary Awardee	Discount %	Secondary Awardee	Discount %	
APC	Power	AVI-SPL	30.00%	CCS	30.00%	**tie for primary award decided by coin toss, AVI won
Avermedia	Lecture Capture	BlackBox	22.00%	AVI-SPL	10.00%	**tie for secondary award decided by coin toss. AVI won
Audio Technica	Microphones	ProSound	29.00%	Smileys	29.50%	
	Microphone Accessories	ProSound	33.00%	Smileys	28.50%	
Barco	Video Projectors	ProSound	39.00%	BH Foto	25.00%	
	LED Video Walls	ProSound	29.00%	BH Foto	25.00%	
	LCF Video Walls	ProSound	26.00%	BH Foto	25.00%	
	Multiwindow video processing	ProSound	38.00%	BH Foto	25.00%	
	Clickshare screen sharing	ProSound	14.00%	BH Foto	25.00%	
	Clickshare conference and screen sharing	ProSound	22.00%	BH Foto	25.00%	
Belden	Bulk Cable	ProSound	28.00%	BlackBox	22.00%	
BlackMagic Design	Video Equipment	Innovate	30.00%	BlackBox	22.00%	
BSS	DSP	Smileys	51.00%	AVI-SPL	48.00%	
Biamp	DSP	Smileys	46.00%	CCS	44.00%	
C2G (by Legrand)	Cables & Accessories	Smileys	43.00%	ProSound	39.00%	
Catchbox	Microphones	BlackBox	22.00%	Innovate	20.00%	
Christie	Projectors	CCS	25.00%	Innovate	20.00%	
Chief	Mounts	CCS	32.00%	Smileys	32.00%	BH Foto (33%) not selected because of 5% Florida Preference
Cisco	Network Switches	BlackBox	35.00%	AVI-SPL	25.00%	
ClearOne	Microphones	Smileys	29.00%	AVI-SPL	28.00%	
ClearTouch	Interactive Displays	CCS	24.00%	BlackBox	17.00%	
Crestron	Switchers: discount from MSRP	Smileys	53.70%	CCS	5.00%	
	AM-200 AM-3100-WF, AM-3200 & AM3200-WF: discount from Advertised Price	Smileys	18.00%	CCS	18.00%	
	Crestron One: discount form Advertised Price	Smileys	18.00%	CCS	18.00%	
	Flex: discount from Advertised Price	Smileys	21.00%	CCS	18.00%	
	Flex Care: discount from Advertised Price	Smileys	18.00%	CCS	18.00%	
	CEN-ODT-C-POE: discount from Advertised Price	Smileys	18.00%	CCS	18.00%	
	Scheduling Panels/Mounts/Indicators: discount from Advertised Price	Smileys	18.00%	CCS	18.00%	
	UC-SB1-CAM: discount from Advertised Price	Smileys	10.00%	CCS	11.50%	
	XIO Cloud: discount from Advertised Price	Smileys	16.00%	CCS	21.50%	
	Sonos: discount from MSRP	Smileys	37.00%	CCS	51.00%	

	Yale Locks: discount from MSRP	Smileys	57.00%
	Video Distribution: discount from MSRP	Smileys	53.70%
	Network Switches: discount from MSRP	Smileys	53.70%
	Control Processors: discount from MSRP	Smileys	53.70%
	DSP: discount from MSRP	Smileys	53.70%
	Amplifiers: discount from MSRP	Smileys	53.70%
	Lighting: discount from MSRP	Smileys	50.00%
	Cabling/Pre-Made Cables: discount from MSRP	Smileys	53.70%
	Control Panels: discount from MSRP	Smileys	53.70%
Crown	Amplifiers	ProSound	49.00%
DaLite	Manual Projection Screens	Smileys	31.00%
	Electric Projection Screens	Smileys	31.00%
	Accessories	Smileys	31.00%
Dell	Computer Accessories	BlackBox	25.00%
Digital Projection	1-Chip Laser Phosphor Projectors	ProSound	31.00%
	3-Chip Laser Phosphor Projectors	ProSound	31.00%
	Satellite MLS RGB Laser Projectors	ProSound	29.00%
	RADIANCE Direct View LED Displays	ProSound	21.00%
	Projector Lenses	ProSound	31.00%
Draper	Manual Projection Screens	ProSound	40.00%
	Electric/Battery Projection Screens	ProSound	35.00%
	Accessories	ProSound	34.00%
	Video Wall Mounts and Structures	ProSound	30.00%
	Lifts	ProSound	34.00%
	Fixed Framed Screens	ProSound	34.00%
	Portable Folding/Rolling Screens	ProSound	29.00%
	Video Conference Products	ProSound	34.00%
Elite Screens	Manual Projection Screens	BlackBox	25.00%
	Electric Projection Screens	BlackBox	25.00%
Elmo	Ultra-Portable Document Cameras	Smileys	40.00%
	Portable Document Cameras	Smileys	39.50%
	Platform Document Cameras	Smileys	44.00%
	Wireless Document Cameras	Smileys	42.00%
Epson	High Lumens Laser interchangeable lens 10k-30k lumens	Smileys	64.00%
	High Lumens Laser interchangeable lens 6000-9999 lumens	Smileys	48.00%
	Laser ceiling mounted fixed lens 4000-7000 lumens	Smileys	56.00%
	Laser fixed lens Ultra Short Throw 3500-5500 lumens	Smileys	59.00%
	Projects under 4500 lumens	Smileys	55.00%

	CCS	51.00%
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	CCS	51.00%
	CCS	51.00%
	CCS	51.00%
	Smileys	49.00%
	CCS	31.00%
	CCS	31.00%
	CCS	31.00%
	Visual Systems	10.00%
	BlackBox	25.00%
	BlackBox	25.00%
	BlackBox	25.00%
	BlackBox	25.00%
	BlackBox	25.00%
	BH Foto	31.00%
	BH Foto	31.00%
	BH Foto	31.00%
	BH Foto	31.00%
	BH Foto	31.00%
	BH Foto	31.00%
	BH Foto	31.00%
	AVI-SPL	10.00%
	AVI-SPL	10.00%
	CCS	8.00%
	CCS	32.00%
	CCS	41.00%
	CCS	38.00%
	CCS	56.00%
	CCS	56.00%
	CCS	56.00%
	CCS	56.00%
	CCS	56.00%

**tie for primary award decided by coin toss, Prosound won

**tie for primary award decided by coin toss, Smileys won

	Project lense options	Smileys	30.00%
	Lamps, mounts, document cameras, warranties and accessories	Smileys	30.00%
Extreme	Network Switches	BlackBox	25.00%
Extron	Switchers	ProSound	42.00%
	Video Distribution	ProSound	42.00%
	Control Processors	ProSound	42.00%
FSR	AV BackBoxes	BlackBox	30.00%
Gefen	Extenders	BH Foto	39.00%
Holosonics	Audio Equipment	BlackBox	28.00%
Hover Cam	Document Cameras	Smileys	35.00%
	Document Camera Accessories	Smileys	27.00%
Intel	BYOD Solutions	BlackBox	28.00%
JBL	Speakers	Smileys	41.00%
Kensington	Anti-Theft Equipment	BlackBox	28.00%
Kramer	BYOD Solutions	BH Foto	39.00%
	Extenders	BH Foto	39.00%
LG	Flat Screen Displays	BlackBox	28.00%
Liberty	Cables/Pre-Made Cables	CCS	42.00%
	Bulk Cables	CCS	42.00%
Listen Technologies	RF Assisted Listening	Smileys	33.00%
	Infrared Assisted Listening	Smileys	33.00%
	WiFi wireless listening	Smileys	33.00%
	Wireless 2-way communication	Smileys	33.00%
Logitech	Computer Accessories	BlackBox	28.00%
	Cameras	BlackBox	28.00%
MediaVision	ADA Equipment	BlackBox	28.00%
Mersive	BYOD Solutions	Smileys	28.00%
Microsoft	Computer Accessories	BlackBox	28.00%
Middle Atlantic	Racks	Smileys	38.00%
	Rack Accessories	Smileys	36.00%
Miller Millworks	Teaching Consoles	Innovate	20.00%
Mitsubishi	Projector Lamps	Specialty Bulb	20.00%
NEC	Flat Screen Displays	ProSound	38.00%
Newline	Interactive Displays	Smileys	40.00%
	Interactive Whiteboards	Smileys	95.00%
	Touch Screen TV	Smileys	95.00%
	Commercial Grade Display	Smileys	45.00%
	Interactive Display Accessories	Smileys	25.00%
Panasonic	LCD Projectors	Smileys	54.00%
	1 Chip DLP Projectors	Smileys	57.00%
	3 Chip DLP Projects	Smileys	42.00%
	Laser Projectors	Smileys	54.00%

	CCS	56.00%
	CCS	41.00%
	Visual Systems	15.00%
	AVI-SPL	40.50%
	AVI-SPL	40.50%
	AVI-SPL	40.50%
	Innovate	20.00%
	Innovate	35.00%
	CCS	12.00%
	BlackBox	28.00%
	BlackBox	28.00%
	ProSound	5.00%
	AVI-SPL	41.00%
	BH Foto	12.00%
	ProSound	36.00%
	ProSound	39.00%
	Visual Systems	20.00%
	ProSound	38.00%
	ProSound	40.00%
	BlackBox	28.00%
	BlackBox	28.00%
	BlackBox	28.00%
	BlackBox	28.00%
	Visual Systems	20.00%
	Visual Systems	20.00%
	Visual Systems	5.00%
	BlackBox	28.00%
	Visual Systems	5.00%
	CCS	38.00%
	CCS	35.00%
	AVI-SPL	15.00%
	AVI-SPL	10.00%
	Smileys	33.00%
	CCS	31.00%
	CCS	31.00%
	CCS	31.00%
	CCS	15.00%
	ProSound	34.50%
	ProSound	33.00%
	ProSound	40.00%
	ProSound	33.00%

**tie for primary award decided by drawing straws. Smileys won. Tie for secondary award decided by coin toss, AVI won

Smileys in-state 5% Florida Preference

ProSound didn't bid on all items in lot, disqualified for this lot

CCS didn't bid on all items in lot, disqualified for this lot

	4K Projectors	Smileys	48.00%	ProSound	41.00%	
	Flat Panel Displays	Smileys	27.00%	ProSound	9.50%	
	Digital Wireless Microphone Systems	Smileys	47.00%	ProSound	35.00%	
	Lapel Microphones	Smileys	56.00%	ProSound	37.00%	
Peerless	Mounts	Prosound	34.00%	Smileys	30.00%	**tie for secondary award decided by coin toss. Smileys won
	Ceiling Plates	Prosound	32.00%	Smileys	30.00%	
Planar	Video Displays	Visual Systems	25.00%	ProSound	20.00%	**tie for second award decided by coin toss. Innovate and Prosound
	Video Walls	Visual Systems	25.00%	ProSound	20.00%	
	Computer Monitors	Visual Systems	25.00%	ProSound	20.00%	
Prowise	Interactive Displays	BlackBox	15.00%	Visual Systems	5.00%	
	Interactive Display Accessories	BlackBox	15.00%	Visual Systems	5.00%	
PTZoptics	Cameras	BH Foto	15.00%	Visual Systems	5.00%	
	Camera Accessories	BH Foto	15.00%	Visual Systems	5.00%	
QSC / Atterotech	DSP Systems	Prosound	34.00%	AVI-SPL	30.00%	
	Control Systems	Prosound	34.00%	AVI-SPL	30.00%	
	Video Cameras	Prosound	35.00%	AVI-SPL	30.00%	
	Network Video Distribution	Prosound	35.00%	AVI-SPL	30.00%	
	Loudspeakers	Prosound	34.00%	AVI-SPL	30.00%	
	Amplifiers	Prosound	35.00%	AVI-SPL	30.00%	
	Audio I/O Peripherals	Prosound	34.00%	AVI-SPL	30.00%	
RDL	Audio and AV Interface Products	AVI-SPL	38.00%	BH Foto	37.00%	
Revolabs(YamahaUC)	DANTE Ceiling Microphones	Smileys	25.00%	BlackBox	25.00%	
	DANTE Wired Microphones	Smileys	25.00%	BlackBox	25.00%	
	Wireless tabletop, lapel, and gooseneck microphones	Smileys	25.00%	BlackBox	25.00%	
	Wireless Bluetooth Speaker Phone	Smileys	25.00%	BlackBox	25.00%	
	Wired USB Speaker Phones for small & large rooms	Smileys	25.00%	BlackBox	25.00%	
	Complete DANTE audio conference systems	Smileys	25.00%	BlackBox	25.00%	
	USB soundbar with camera	Smileys	25.00%	BlackBox	25.00%	
Samsung	Flat Screen Displays	CCS	26.00%	ProSound	23.00%	
Sanus	Mounts	Innovate	30.00%	BH Foto	30.00%	**Innovate in-state vendor, wins award due to 5% Florida preference
Sennheiser	Microphones	Smileys	36.20%	ProSound	34.00%	
	Microphone Accessories	Smileys	35.00%	ProSound	34.00%	
Sharp	Flat Screen Displays	Smileys	37.00%	BH Foto	35.00%	
Shure	Microphone Systems	ProSound	42.00%	Smileys	36.50%	
	Microphones	ProSound	34.00%	Smileys	35.00%	
	Adapters	ProSound	35.00%	Smileys	33.00%	
	Receivers	ProSound	43.00%	Smileys	36.50%	
SnapAV	Racks	Smileys	42.00%	Visual Systems	15.00%	
	Rack Accessories	Smileys	42.00%	Visual Systems	15.00%	
Sonic Shock Corp.	Sonic Shock Alarms	BlackBox	12.00%	Smileys	6.00%	
Sony	Flat Screen Displays	Smileys	33.00%	AVI-SPL	31.00%	

	Projectors
	ProjectorLenses
	Cameras
	Camera Mounts
Spectrum	Teaching Consoles/ Lecterns
	Collaborative Furniture
	Chairs
	Accessories
T1V	BYOD Solutions
	Video Walls
Tripplite	Power Solutions
Vaddio	Cameras ACCESSORIES
	Camera Mounts
	Camera Controller CONFERENCE PRODUCTS
	Camera Systems CAMERAS & CAMERA SYSTEMS
ViewSonic	Interactive Displays
	Digital Signage
West Penn Wire	Bulk Cables
WolfVision	Document Cameras
	Document Camera Accessories

Smileys	55.00%
Smileys	25.20%
Smileys	36.00%
Smileys	35.00%
Smileys	45.00%
Smileys	45.00%
Smileys	45.00%
Smileys	45.00%
Innovate	20.00%
Innovate	20.00%
Smileys	31.00%
Smileys	26.00%
Smileys	33.00%
Smileys	20.00%
Smileys	25.50%
ProSound	27.00%
ProSound	26.00%
ProSound	34.00%
Smileys	24.00%
Smileys	19.00%

AVI-SPL	53.00%
AVI-SPL	20.00%
AVI-SPL	34.00%
AVI-SPL	27.00%
CCS	35.00%
CCS	35.00%
CCS	35.00%
CCS	35.00%
BlackBox	12.00%
BlackBox	12.00%
ProSound	28.00%
CCS	15.00%
CCS	31.00%
CCS	23.00%
CCS	28.00%
Smileys	31.00%
Smileys	20.00%
AVI-SPL	15.00%
Visual Systems	15.00%
Visual Systems	15.00%

**tie for secondary award decided by coin toss.
Prosound won