

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~~ - 10/21/21; 4:15PM
TO - ~~10/22/21; 11:47AM~~ - 10/25/21; 4:15PM

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."

REVISED- 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:

Two typos were identified during the 72 hour posting period. This effects the awards for PZ Optics and the discount percentage for Revolabs. See below. Revisions are in red font.

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%
Avermedia	Lecture Capture	BlackBox	22.00%	AVI-SPL	10.00%
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%
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 from 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%	CCS	51.00%
	Video Distribution: discount from MSRP	Smileys	53.70%	CCS	51.00%

**tie for primary award decided by coin toss, AVI won
 **tie for secondary award decided by coin toss. AVI won

BH Foto (33%) not selected because of 5% Florida Preference

	Network Switches: discount from MSRP	Smileys	53.70%		CCS	51.00%
	Control Processors: discount from MSRP	Smileys	53.70%		CCS	51.00%
	DSP: discount from MSRP	Smileys	53.70%		CCS	51.00%
	Amplifiers: discount from MSRP	Smileys	53.70%		CCS	51.00%
	Lighting: discount from MSRP	Smileys	50.00%		CCS	51.00%
	Cabling/Pre-Made Cables: discount from MSRP	Smileys	53.70%		CCS	51.00%
	Control Panels: discount from MSRP	Smileys	53.70%		CCS	51.00%
Crown	Amplifiers	ProSound	49.00%		Smileys	49.00%
DaLite	Manual Projection Screens	Smileys	31.00%		CCS	31.00%
	Electric Projection Screens	Smileys	31.00%		CCS	31.00%
	Accessories	Smileys	31.00%		CCS	31.00%
Dell	Computer Accessories	BlackBox	25.00%		Visual Systems	10.00%
Digital Projection	1-Chip Laser Phosphor Projectors	ProSound	31.00%		BlackBox	25.00%
	3-Chip Laser Phosphor Projectors	ProSound	31.00%		BlackBox	25.00%
	Satellite MLS RGB Laser Projectors	ProSound	29.00%		BlackBox	25.00%
	RADIANCE Direct View LED Displays	ProSound	21.00%		BlackBox	25.00%
	Projector Lenses	ProSound	31.00%		BlackBox	25.00%
Draper	Manual Projection Screens	ProSound	40.00%		BH Foto	31.00%
	Electric/Battery Projection Screens	ProSound	35.00%		BH Foto	31.00%
	Accessories	ProSound	34.00%		BH Foto	31.00%
	Video Wall Mounts and Structures	ProSound	30.00%		BH Foto	31.00%
	Lifts	ProSound	34.00%		BH Foto	31.00%
	Fixed Framed Screens	ProSound	34.00%		BH Foto	31.00%
	Portable Folding/Rolling Screens	ProSound	29.00%		BH Foto	31.00%
	Video Conference Products	ProSound	34.00%		BH Foto	31.00%
Elite Screens	Manual Projection Screens	BlackBox	25.00%		AVI-SPL	10.00%
	Electric Projection Screens	BlackBox	25.00%		AVI-SPL	10.00%
Elmo	Ultra-Portable Document Cameras	Smileys	40.00%		CCS	8.00%
	Portable Document Cameras	Smileys	39.50%		CCS	32.00%
	Platform Document Cameras	Smileys	44.00%		CCS	41.00%
	Wireless Document Cameras	Smileys	42.00%		CCS	38.00%
Epson	High Lumens Laser interchangeable lens 10k-30k lumens	Smileys	64.00%		CCS	56.00%
	High Lumens Laser interchangeable lens 6000-9999 lumens	Smileys	48.00%		CCS	56.00%
	Laser ceiling mounted fixed lens 4000-7000 lumens	Smileys	56.00%		CCS	56.00%
	Laser fixed lens Ultra Short Throw 3500-5500 lumens	Smileys	59.00%		CCS	56.00%
	Projects under 4500 lumens	Smileys	55.00%		CCS	56.00%
	Project lense options	Smileys	30.00%		CCS	56.00%
	Lamps, mounts, document cameras, warranties and accessories	Smileys	30.00%		CCS	41.00%
Extreme	Network Switches	BlackBox	25.00%		Visual Systems	15.00%
Extron	Switchers	ProSound	42.00%		AVI-SPL	40.50%

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

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

	Video Distribution	ProSound	42.00%		AVI-SPL	40.50%	
	Control Processors	ProSound	42.00%		AVI-SPL	40.50%	
FSR	AV BackBoxes	BlackBox	30.00%		Innovate	20.00%	
Gefen	Extenders	BH Foto	39.00%		Innovate	35.00%	
Holosonics	Audio Equipment	BlackBox	28.00%		CCS	12.00%	
Hover Cam	Document Cameras	Smileys	35.00%		BlackBox	28.00%	
	Document Camera Accessories	Smileys	27.00%		BlackBox	28.00%	
Intel	BYOD Solutions	BlackBox	28.00%		ProSound	5.00%	
JBL	Speakers	Smileys	41.00%		AVI-SPL	41.00%	**tie for primary award decided by drawing straws. Smileys won. Tie for secondary award decided by coin toss, AVI won
Kensington	Anti-Theft Equipment	BlackBox	28.00%		BH Foto	12.00%	
Kramer	BYOD Solutions	BH Foto	39.00%		ProSound	36.00%	
	Extenders	BH Foto	39.00%		ProSound	39.00%	
LG	Flat Screen Displays	BlackBox	28.00%		Visual Systems	20.00%	
Liberty	Cables/Pre-Made Cables	CCS	42.00%		ProSound	38.00%	
	Bulk Cables	CCS	42.00%		ProSound	40.00%	
Listen Technologies	RF Assisted Listening	Smileys	33.00%		BlackBox	28.00%	
	Infrared Assisted Listening	Smileys	33.00%		BlackBox	28.00%	
	WiFi wireless listening	Smileys	33.00%		BlackBox	28.00%	
	Wireless 2-way communication	Smileys	33.00%		BlackBox	28.00%	
Logitech	Computer Accessories	BlackBox	28.00%		Visual Systems	20.00%	
	Cameras	BlackBox	28.00%		Visual Systems	20.00%	
MediaVision	ADA Equipment	BlackBox	28.00%		Visual Systems	5.00%	
Mersive	BYOD Solutions	Smileys	28.00%		BlackBox	28.00%	Smileys in-state 5% Florida Preference
Microsoft	Computer Accessories	BlackBox	28.00%		Visual Systems	5.00%	
Middle Atlantic	Racks	Smileys	38.00%		CCS	38.00%	
	Rack Accessories	Smileys	36.00%		CCS	35.00%	
Miller Millworks	Teaching Consoles	Innovate	20.00%		AVI-SPL	15.00%	
Mitsubishi	Projector Lamps	Specialty Bulb	20.00%		AVI-SPL	10.00%	
NEC	Flat Screen Displays	ProSound	38.00%		Smileys	33.00%	
Newline	Interactive Displays	Smileys	40.00%		CCS	31.00%	ProSound didn't bid on all items in lot, disqualified for this lot
	Interactive Whiteboards	Smileys	95.00%		CCS	31.00%	
	Touch Screen TV	Smileys	95.00%		CCS	31.00%	
	Commercial Grade Display	Smileys	45.00%		CCS	31.00%	
	Interactive Display Accessories	Smileys	25.00%		CCS	15.00%	
Panasonic	LCD Projectors	Smileys	54.00%		ProSound	34.50%	CCS didn't bid on all items in lot, disqualified for this lot
	1 Chip DLP Projectors	Smileys	57.00%		ProSound	33.00%	
	3 Chip DLP Projects	Smileys	42.00%		ProSound	40.00%	
	Laser Projectors	Smileys	54.00%		ProSound	33.00%	
	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%
	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	45.00%	24%	Visual Systems	5.00%
	Camera Accessories	BH Foto	15.00%	24%	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%	41%	BlackBox	25.00%
	DANTE Wired Microphones	Smileys	25.00%	41%	BlackBox	25.00%
	Wireless tabletop, lapel, and gooseneck microphones	Smileys	25.00%	40%	BlackBox	25.00%
	Wireless Bluetooth Speaker Phone	Smileys	25.00%	17%	BlackBox	25.00%
	Wired USB Speaker Phones for small & large rooms	Smileys	25.00%	46%	BlackBox	25.00%
	Complete DANTE audio conference systems	Smileys	25.00%	40%	BlackBox	25.00%
	USB soundbar with camera	Smileys	25.00%	19%	BlackBox	25.00%
Samsung	Flat Screen Displays	CCS	26.00%		ProSound	23.00%
Sanus	Mounts	Innovate	30.00%		BH Foto	30.00%
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	Smileys	55.00%		AVI-SPL	53.00%
	ProjectorLenses	Smileys	25.20%		AVI-SPL	20.00%
	Cameras	Smileys	36.00%		AVI-SPL	34.00%
	Camera Mounts	Smileys	35.00%		AVI-SPL	27.00%
Spectrum	Teaching Consoles/ Lecterns	Smileys	45.00%		CCS	35.00%
	Collaborative Furniture	Smileys	45.00%		CCS	35.00%
	Chairs	Smileys	45.00%		CCS	35.00%
	Accessories	Smileys	45.00%		CCS	35.00%
T1V	BYOD Solutions	Innovate	20.00%		BlackBox	12.00%
	Video Walls	Innovate	20.00%		BlackBox	12.00%

**tie for second award decided by coin toss. Innovate and Prosound

Black Box - 23%
Black Box - 23%

**Innovate in-state vendor, wins award due to 5% Florida preference

Tripplite	Power Solutions	Smileys	31.00%		ProSound	28.00%
Vaddio	Cameras ACCESSORIES	Smileys	26.00%		CCS	15.00%
	Camera Mounts	Smileys	33.00%		CCS	31.00%
	Camera Controller CONFERENCE PRODUCTS	Smileys	20.00%		CCS	23.00%
	Camera Systems CAMERAS & CAMERA SYSTEMS	Smileys	25.50%		CCS	28.00%
ViewSonic	Interactive Displays	ProSound	27.00%		Smileys	31.00%
	Digital Signage	ProSound	26.00%		Smileys	20.00%
West Penn Wire	Bulk Cables	ProSound	34.00%		AVI-SPL	15.00%
WolfVision	Document Cameras	Smileys	24.00%		Visual Systems	15.00%
	Document Camera Accessories	Smileys	19.00%		Visual Systems	15.00%

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