

**ADDENDUM**

IMPORTANT DOCUMENT – INVITATION TO BID ADDENDUM

ITB NUMBER: 2023-12MCSA    OPENING DATE & TIME: ~~May 10, 2024~~; May 17, 2024; 2:00PM

ITB TITLE: MULTIMEDIA EQUIPMENT

ADDENDUM NUMBER: 1

ADDENDUM DATE: May 1, 2024

The purpose of this addendum is to:

- Answer questions asked during the open q/a period.
- Provide a **“REVISED BID SHEET”**. Suppliers must include the Revised Bid Sheet in with their bid. Failure to submit the REVISED BID SHEET may result in rejection of your bid.
- Extend the submission due to May 17, 2024, at 2:00PM
- Revision to the ITB Delivery Clause, #4, to add, *““Unless otherwise specified, all shipments are to be shipped with liftgate service and inside delivery, FOB destination, with all transportation charges prepaid and title transferring to the university at time of delivery”*.
- Revision to Award clause, #8. Add, *“UCF reserves the right to award a lot if all product categories are not responded to, if it’s determined to be in the best interest of UCF”*.

PLEASE ACKNOWLEDGE RECEIPT OF THIS ADDENDUM AND RETURN IT WITH YOUR SUBMITTAL. FAILURE TO SIGN AND RETURN WITH YOUR SUBMITTAL COULD RESULT IN REJECTION OF YOUR BID.

\_\_\_\_\_  
BIDDERS SIGNATURE

\_\_\_\_\_  
PRINT OR TYPE BIDDER’S NAME

\_\_\_\_\_  
COMPANY NAME

\_\_\_\_\_  
EMAIL ADDRESS

1. **Question submitted by Crestron manufacturer rep:** We were looking at your bid and the categories and want to help with modifying them to help maximize UCF’s discount for the bid. Please see my notes below regarding the categories and possible model exceptions.

Current Category	Recommended Category	Recommended Additional Category	Any additional exceptions
Control Systems	Control Systems		
Audio Equipment/Processors	Audio Equipment/Processors		
Switchers	Video Switchers		
Signal Distribution	Signal Distribution		
Touch Panels	Touch Panels		
Conferencing Equipment	Conferencing Equipment		
Monitoring Software	Monitoring Software (XIO Cloud)		
Lighting	Lighting		
Cables/Connectors	Cables/Connectors		
Cameras	1 Beyond Cameras	Huddly Cameras	
Wireless Content Sharing	Wireless Content Sharing		
AV Back Boxes/Infrastructure	AV Back Boxes/Infrastructure		
Network Switches	Crestron Network Switches	Netgear Network Switches	CEN-SWPOE-26
N/A	Yale Locks		

**UCF Answer: All above category changes are acceptable and have been added to the REVISED BID SHEET. See page 6 for reference.**

2. **Question submitted by Panasonic manufacturer rep.** Would you consider adjusting the categories for Panasonic to the following?

Large Projection: 3 CHIP DLP  
 Installation Projection: 1 CHIP DLP  
 Classroom Conference room: 3 CHIP LCD Projection  
 PTZ Cameras Pro and Premium Series  
 Studio Cameras  
 Displays  
 Audio equipment/ microphones  
 Video Wall

**UCF Answer: All above category changes are acceptable and have been added to the REVISED BID SHEET. See page 6 for reference.**

3. **Question submitted by Newline manufacturer rep.** I was hoping to get the rest of Newline’s product categories added. The bulk of my sales at Newline is with the non-touch displays we now carry.

We have commercial displays and direct view LED’s. Are we able to get these added to the proper categories?

TT-5523NT-PLUS	550NT+ 4K LED Commercial Display (No Touch) w/ USB-C
TT-6523NT-PLUS	650NT+ 4K LED Commercial Display (No Touch) w/ USB-C
TT-7523NT-PLUS	750NT+ 4K LED Commercial Display (No Touch) w/ USB-C
TT-8623NT-PLUS	860NT+ 4K LED Commercial Display (No Touch) w/ USB-C
TT-9823NT-PLUS	980NT+ 4K LED Commercial Display (No Touch) w/ USB-C
STV-4324	43" STV Smart TV, UHD 4K, Built in Wifi, Digital Signage Capable
STV-5524	55" STV Smart TV, UHD 4K, Built in Wifi, Digital Signage Capable
STV-6524	65" STV Smart TV, UHD 4K, Built in Wifi, Digital Signage Capable
STV-7524	75" STV Smart TV, UHD 4K, Built in Wifi, Digital Signage Capable
STV-8524	85" STV Smart TV, UHD 4K, Built in Wifi, Digital Signage Capable
STV-9824	98" STV Smart TV, UHD 4K, Built in Wifi, Digital Signage Capable
DV-12023HD	Direct View LED 120" All-In-One Panel
DV-15023HD	Direct View LED 150" All-In-One Panel
DV-18023HD	Direct View LED 180" All-In-One Panel

**UCF Answer: All above category changes are acceptable and new categories have been added to the REVISED BID SHEET for Newline. See page 6 for reference.**

4. Harman is pleased to offer UCF the full offering of brands we have under our umbrella. I would like to request that UCF graciously consider AMX and AKG to be added to the allowed brands list. This would give us AMX, JBL, Crown, BSS and AKG.

**AMX:**

**Control System**

**Audio Equipment/Processors**

**Switchers**

**Signal Distribution**

**Touch Panels**

**Conferencing equipment**

**Monitoring Software**

**Lighting**

**Cable/Connectors**

**Cameras**

**Wireless Content sharing**

**Av Back Boxes/Infrastructure**

## Network Switches

### AKG:

#### Microphones

#### Audio Equipment

**UCF Answer: UCF Answer: All above category changes are acceptable and have been added to the REVISED BID SHEET. See page 6 for reference.**

4. Would you please consider revising the Epson projector categories to reflect these separate lines?

XGA projectors

WXGA projectors

1080p projectors

WUXGA projectors

4K projectors

Note: The Epson document camera category needs no changes

**UCF Answer: Please see "Revised Bid Sheet", page 6. At the recommendation of the EPSON manufacturer representative, the following categories have been revised and are included on the revised bid sheet.**

Fixed lens projectors, PowerLite (L), Laser, Up to-7,000 lumens

Interchangeable lens projectors (EB-PU), Laser, 4Ke resolution, 6,000-8,500

Interchangeable lens projectors (EB-PU), Laser, 4Ke resolution, 10,000-16,000

Interchangeable lens projectors (EB-PU), Laser, 4Ke resolution, 20,000-30,000

Interchangeable lens projectors (EB-PQ), Laser, Native 4K resolution, 8,000-20,000

Lens options

Document Cameras

5. Would you consider making the following change in verbiage to the bid Introduction section, Item 4-Freight Terms?

Change to "Unless otherwise specified, all shipments are to be shipped with liftgate service and also inside delivery, FOB destination, with all transportation charges prepaid and title transferring to the university at time of delivery". The balance of the paragraph needs no changes.

**UCF Answer: Yes, the bid doc language will be amended to include the above. Since consolidating warehouse operations with the IT warehouse, a lift gate is required for most deliveries.**

6. One of the listed brands in the bid sheet is "Avermedia". Does UCF consider Aver and Avermedia two separate brands or the same brand for the purposes of the contract?

**UCF Answer: AVer and AVermedia are considered two different brands. We understand there is some overlap however.**

**Aver: <https://www.averusa.com/>**

**AverMedia:** <https://www.avermedia.com/>

7. Regarding Audio-Technica: the company has two divisions, one for consumer audio and another for commercial audio. Is UCF looking for discounts on the consumer products, commercial audio, or both?
  - a. If both, would it be possible to create a new category for Conference Audio?

**UCF Answer: Commercial Audio should be considered for this bid.**

8. Unless otherwise mentioned, do the product categories include the parent category as well as accessories/peripherals?
  - a. Example: An Atlona 7" Velocity Touch Panel can be purchased as a standalone product, but several mounting options are also available to purchase separately.
  - b. In this example, would the hardware accessories be included under the category "Touch Panels"?

**UCF Answer: Product categories should include the parent category(s) and a separate category for accessories/peripherals in case there is a variance in discount levels regarding accessories and peripherals. However, the discount for Accessories/Peripherals is being requested for documentation purposes but will not be included in the award calculation.**

9. In Section 8, it mentions the award is anticipated to be to a primary and secondary vendor, but also reserves the right to make multiple awards per Lot. Can you provide more details on how the awards will be determined for each Lot?

**UCF Answer: Primary and Secondary awardee will be determined by the largest average percentage discount from Manufacturer's Suggested Retail Price per lot/brand. Discount for Accessories/Peripherals is being requested for documentation purposes but will not be included in the award calculation.**

10. Can you provide any guidance on the expected spend or estimates for the types and quantities of equipment that may be purchased under this contract?

**UCF Answer: UCF does not have the ability to break out the spend by the categories listed in the bid, but the total amount spent under the previous multimedia agreement for the period of 1/1/22 – 12/31/23 is below. This is an approximate amount. Future spend will vary depending on budget allocations.**

**January 1, 2022 – December 31, 2022: \$4,663,475**

**January 1, 2023 – December 31, 2023: \$2,615,301**

## REVISED BID SHEET

Respondents must submit the revised bid sheet with their bid. Failure to utilize the revised bid sheet may, in UCF's sole discretion, result in rejection of your bid.

### PERCENTAGE DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)

As technology changes, the agreement resulting from this ITB will include any and all new products added to the manufacturers' product line during the life of the agreement. Vendors are requested to submit bids identifying discounts off the Manufacturers' Suggested Retail Prices (MSRP).

This may include current technology not on identified in the bid, and any future technology that comes to market over the duration of the initial term of this contract. Bid Sheet is to be submitted with this ITB document. Winners of each manufacturer will be required to provide the latest and most up to date manufacturer's catalog (digital copy preferred if possible) in order for the discount percentage to be accurately represented. Equipment and Accessories are to be shipped directly from the manufacturer or distributor.

\*\*Discount for Accessories/Peripherals is being requested for documentation purposes but will not be included in the award calculation.

Categories highlighted in yellow are new/additions to the original bid sheet.

### DISCOUNTED PERCENTAGE RATE BY MANUFACTURER LOT/BRAND

Brand	Category	Discount
AKG	Microphones	
	Audio Equipment	
	**Accessories/Peripherals	
APC	Power	
	**Accessories/Peripherals	
AMX	Control System	
	Audio Equipment/Processors	
	Switchers	
	Signal Distribution	
	Touch Panels	
	Conferencing Equipment	
	Monitoring Software	
	Lighting	
	Cable/Connectors	

	Cameras	
	Wireless Content Sharing	
	AV Back Boxes/Infrastructure	
	Network Switches	
	**Accessories/Peripherals	
Atlona	Control System	
	Audio Equipment/Processors	
	Switchers	
	Signal Distribution	
	Touch Panels	
	Conferencing equipment	
	Monitoring Software	
	**Accessories/Peripherals	
Avermedia	Signal Capture	
	Microphones	
	Cameras	
	**Accessories/Peripherals	
AVFI furniture	Furniture	
	**Accessories/Peripherals	
Audio Technica	Microphone	
	Audio Equipment	
	**Accessories/Peripherals	
Barco	Projectors	
	Video Wall	
	Video Equipment	
	**Accessories/Peripherals	
Belden	Cable/Connectors	
	Racks, Cabinets & Cable Management	
	**Accessories/Peripherals	
BlackMagic Design	Signal Distribution	
	Signal Capture	
	Cameras	
	**Accessories/Peripherals	
BSS	Audio Equipment/Processors	
	**Accessories/Peripherals	
Biamp	Control System	
	Audio Equipment/Processors	
	Switchers	
	Signal Distribution	
	Touch Panels	
	Conferencing equipment	

	Sound Masking	
	Monitoring Software	
	**Accessories/Peripherals	
Catchbox	Microphones	
	Audio Equipment	
	**Accessories/Peripherals	
C2G (by Legrand)	Cable/Connectors	
	Signal Distribution	
	Control System	
	Audio Equipment/Processors	
	**Accessories/Peripherals	
Christie Digital	Projectors	
	Video Wall	
	Video Equipment	
	**Accessories/Peripherals	
Chief	Mounting Hardware	
	**Accessories/Peripherals	
Cisco	Conferencing equipment	
	Network Switches	
	**Accessories/Peripherals	
ClearOne	Microphones	
	Audio Equipment/Processors	
	**Accessories/Peripherals	
Clear Touch	Interactive Displays	
	Mounts/Carts/Accessories	
	Video Wall	
	**Accessories/Peripherals	
Connectrac (By Legrande)	Raceway	
	Power	
	**Accessories/Peripherals	
Crestron	Control System	
	Audio Equipment/Processors	
	Video Switchers	
	Signal Distribution	
	Touch Panels	
	Conferencing equipment	
	Monitoring Software (XIO Cloud)	
	Lighting	
	Cable/Connectors	
	1 Beyond Cameras	
	Huddly Cameras	



	Wireless Content sharing	
	Av Back Boxes/Infrastructure	
	Crestron Network Switches	
	Netgear Network Switches	
	CEN-SWPOE-26	
	** Accessories/Peripherals	
Crown	Audio Equipment/Processors	
	** Accessories/Peripherals	
DaLite	Projection Screens	
	** Accessories/Peripherals	
Dell	Computing	
	Monitors	
	Computing Accessories	
	** Accessories/Peripherals	
Digital Projection	Projectors	
	Video Wall	
	Video Equipment	
	** Accessories/Peripherals	
Draper	Projection Screens	
	Mounting Hardware	
	Projector lifts	
	** Accessories/Peripherals	
Elite Screens	Projection Screens	
	** Accessories/Peripherals	
Elmo	Projectors	
	Document Cameras	
	Interactive Displays	
	Control Systems	
	** Accessories/Peripherals	
Epiphan	Signal Distribution	
	Signal Capture	
	** Accessories/Peripherals	
Epson	Fixed lens projectors, PowerLite (L), Laser, Up to-7,000 lumens	
	Interchangeable lens projectors (EB-PU), Laser, 4Ke resolution, 6,000-8,500	
	Interchangeable lens projectors (EB-PU), Laser, 4Ke resolution, 10,000-16,000	

	Interchangeable lens projectors (EB-PU), Laser, 4Ke resolution, 20,000-30,000	
	Interchangeable lens projectors (EB-PQ), Laser, Native 4K resolution, 8,000-20,000	
	Lens options	
	Document Cameras	
	Document Cameras	
	** Accessories/Peripherals	
Extreme Networks	Network Switches	
	** Accessories/Peripherals	
Extron	Control System	
	Audio Equipment/Processors	
	Switchers	
	Signal Distribution	
	Touch Panels	
	Conferencing equipment	
	Network Switches	
	** Accessories/Peripherals	
FSR	AV Back Boxes/Infrastructure	
	Signal Distribution	
	Control Systems	
	Cable/Connectors	
	Switchers	
	** Accessories/Peripherals	
Gefen	Signal Distribution	
	Switchers	
	Cables/Adapters/Connectors	
	** Accessories/Peripherals	
Heckler	Furniture	
	** Accessories/Peripherals	
Holosonics	Audio Equipment	
	** Accessories/Peripherals	
Hover Cam	Document Cameras	
	** Accessories/Peripherals	
Hubbell	Cable/Connectors	
	Racks, Cabinets & Cable Management	

	Signal Distribution	
	**Accessories/Peripherals	
Huddly	Cameras	
	**Accessories/Peripherals	
Intel	Computing	
	Computing Accessories	
	**Accessories/Peripherals	
JBL	Audio Equipment	
	**Accessories/Peripherals	
Kensington	Security	
	**Accessories/Peripherals	
Kramer	Control System	
	Switchers	
	Signal Distribution	
	Audio Equipment	
	Cable/Connectors	
	Conferencing equipment	
	**Accessories/Peripherals	
LG	Displays/Television	
	Monitors	
	Video Wall	
	**Accessories/Peripherals	
Liberty	Cable/Connectors	
	Racks, Cabinets & Cable Management	
	Signal Distribution	
	**Accessories/Peripherals	
Listen Technologies	Assisted Listening	
	**Accessories/Peripherals	
Netgear	Network Switches	
	**Accessories/Peripherals	
Logitech	Conferencing equipment	
	Cameras	
	Computer accessories	
	**Accessories/Peripherals	
Marshall Furniture	Furniture	
	Racks, Cabinets & Cable Management	
	**Accessories/Peripherals	
Mersive	Wireless Content sharing	
	**Accessories/Peripherals	
Microsoft	Computing	

	Monitors	
	Computing Accessories	
	Conferencing equipment	
	**Accessories/Peripherals	
Middle Atlantic	Racks, Cabinets & Cable Management	
	Furniture	
	Signal Distribution	
	**Accessories/Peripherals	
Miller Millworks	Furniture	
	**Accessories/Peripherals	
Newline	TV's/ Displays Non-Touch Displays	
	TV's/Displays STV Non-Touch Displays	
	Display walls / Direct View LED's – DV Series	
	Touch Category - Z series	
	Touch Category - Q series	
	Touch Category - QPro series	
	Touch Category - C series	
	**Accessories/Peripherals	
Peerless	Mounting Hardware	
	**Accessories/Peripherals	
Planar	Video Wall	
	Displays/Television	
	**Accessories/Peripherals	
Prowise	Interactive Displays	
	**Accessories/Peripherals	
PTZoptics	Cameras	
	Camera Accessories	
	**Accessories/Peripherals	
RODE	Microphones	
	**Accessories/Peripherals	
QSC	Control System	
	Audio Equipment/Processors	
	Switchers	
	Signal Distribution	
	Touch Panels	
	Conferencing equipment	
	Monitoring Software	

	** Accessories/Peripherals	
RDL	Audio Equipment	
	** Accessories/Peripherals	
Samsung	Displays/Television	
	Monitors	
	Video Wall	
	Interactive Displays	
	** Accessories/Peripherals	
Sanus	Mounting Hardware	
	** Accessories/Peripherals	
Sennheiser	Microphones	
	Audio Equipment	
	** Accessories/Peripherals	
Sharp/NEC	Displays/Television	
	Projectors	
	Video Wall	
	Interactive Displays	
	** Accessories/Peripherals	
Shure	Microphones	
	Audio Equipment	
	** Accessories/Peripherals	
Sonic Shock Corp.	Security	
	** Accessories/Peripherals	
Sony	Displays/Television	
	Projectors	
	Video Wall	
	Interactive Displays	
	Cameras	
	Signal Distribution	
	** Accessories/Peripherals	
Sound Control Technologies	Signal Distribution	
	** Accessories/Peripherals	
Spectrum	Furniture	
	Racks, Cabinets & Cable Management	
	** Accessories/Peripherals	
T1V	Wireless Content sharing	
	** Accessories/Peripherals	
Tripplite	Power	
	Signal Distribution	
	Racks, Cabinets & Cable Management	

	** Accessories/Peripherals	
Vaddio	Cameras	
	Signal Distribution	
	** Accessories/Peripherals	
ViewSonic	Displays/Television	
	Projectors	
	Monitors	
	** Accessories/Peripherals	
West Penn Wire	Cable/Connectors	
	** Accessories/Peripherals	
WolfVision	Document Cameras	
	Wireless Content sharing	
	** Accessories/Peripherals	
Yamaha UC	Microphones	
	Audio Equipment	
	** Accessories/Peripherals	

Delivery will be \_\_\_\_\_ days after receipt of order.

F.O.B. delivered to UCF

Payment terms: \_\_\_\_\_.

I certify that this bid is made without prior understanding, agreement or connection with any corporation, firm, or person submitting a bid for the same materials, supplies or equipment and is in all respects fair and without collusion or fraud. The following information, including an authorized representative signature and witness, is required to be submitted with your bid in order to be considered for evaluation and award. The person signing below acknowledges and agrees with all proposed information as submitted and has the authorization of the said company to enter into a contractual agreement with the University for the purposes as proposed and as described herein. Please print below unless where a signature is required.

\_\_\_\_\_  
COMPANY NAME

\_\_\_\_\_  
AUTHORIZED SIGNATURE

\_\_\_\_\_  
MAILING ADDRESS

\_\_\_\_\_  
PRINTED NAME

\_\_\_\_\_  
CITY, STATE, ZIP CODE

\_\_\_\_\_  
TITLE

(\_\_\_\_\_) \_\_\_\_\_  
PHONE NUMBER

(\_\_\_\_\_) \_\_\_\_\_  
FAX NUMBER

---

EMAIL ADDRESS