

**MEMORANDUM**

**TO:** All Campuses and Departments

**FROM:** Emily Garza, Director of Purchasing

**SUBJECT: AUDIO, VIDEO AND VISUAL AIDS, EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 19-20-004**

The Board of Education on August 26, 2019 awarded Audio, Video and Visual Aids, Equipment, Services and Supplies Catalog Bid for the 2019-2020 school year. The bid was awarded to the following vendors:

<b>ACP Direct</b>	<b>Interstate Promotions Distributors, Inc. (d.b.a. Interstate Books4school)</b>
<b>AISYS Consulting</b>	<b>Lightspeed Technologies, Inc.</b>
<b>AVES Audio Visual Systems, Inc.</b>	<b>Melhart Music Center</b>
<b>Cielo Office Products</b>	<b>Picture Perfect Photo Studio and Design</b>
<b>Full Compass Systems</b>	<b>The Grafix Express LLC</b>
<b>Gateway Printing &amp; Office Supply, Inc.</b>	<b>Troxell Communications, Inc.</b>
<b>Howard Technology Solutions</b>	

The following criteria may be used when purchasing from the awarded vendors mentioned above:

- All school campuses will receive a company catalog.
- All audio, video and visual aids, equipment, services and supplies purchases are to be made solely from the awarded vendors mentioned above.

Please review tabulation for contact name, address, telephone numbers and discount (%) offered.

If you have any questions on the approved vendors listed above, please feel free to contact me at (956) 354-2000.

Sincerely,

*Emily Garza*

Director of Purchasing

**PHARR - SAN JUAN - ALAMO I.S.D.**  
**AUDIO, VIDEO AND VISUAL AIDS, EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 19-20-004**  
**BID OPENING: MAY 28, 2019 @ 4:00 P.M.**

<b>Event Number</b>	# 19-20-004 Addendum 1	<b>Organization</b>	PSJA ISD Ebids
<b>Event Title</b>	AUDIO, VIDEO AND VISUAL AIDS, EQUIPMENT	<b>Workgroup</b>	Purchasing
<b>Event Description</b>	SCOPE AND INTENT: 1. This is an "open cat	<b>Event Owner</b>	Graciela Ortiz
<b>Event Type</b>	Catalog Bid	<b>Email</b>	graciela.ortiz@psjaisd.us
<b>Issue Date</b>	5/15/2019 04:07:04 PM (CT)	<b>Phone</b>	
<b>Close Date</b>	5/28/2019 04:00:00 PM (CT)	<b>Fax</b>	

Responding Supplier	City	State	Response Submitted	Lines Responded	Response Total
ACP Direct (Affordable Computer Products, Inc.)	Dallas	TX	5/23/2019 05:39:50 PM (CT)	0	\$0.00
AISYS Consulting, LLC	McAllen	TX	5/28/2019 01:43:28 PM (CT)	3	\$0.00
aves audio visual systems, inc.	SUGAR LAND	TX	5/28/2019 10:52:21 AM (CT)	3	\$811.00
CIELO OFFICE PRODUCTS	MCALLEN	TX	5/28/2019 10:44:42 AM (CT)	1	\$702.05
Cindy Sandoval	Pharr	TX	5/27/2019 09:11:47 PM (CT)	0	\$0.00
Full Compass (Full Compass Systems)	Madison	WI	5/20/2019 12:18:49 PM (CT)	0	\$0.00
Gateway Printing	Edinburg	TX	5/28/2019 02:52:07 PM (CT)	0	\$0.00
Howard Technology Solutions (Howard Industries, Inc.)	Ellisville	MS	5/24/2019 03:09:33 PM (CT)	8	\$6,085.00
Interstate Books4School (Interstate Promotional Distributors, Inc.)	madison	WI	5/22/2019 05:18:16 PM (CT)	0	\$0.00
Lightspeed Technologies, Inc.	Tualatin	OR	5/23/2019 01:55:57 PM (CT)	2	\$2,599.00
Melhart Music Center	Mcallen	TX	5/28/2019 11:33:23 AM (CT)	2	\$0.00
The Grafix Express LLC	Pharr	TX	5/28/2019 03:58:54 PM (CT)	0	\$0.00
Troxell Communications, Inc.	Phoenix	AZ	5/28/2019 12:38:40 PM (CT)	6	\$2,607.73

**Please note: Lines Responded and Response Total only includes responses to specification. No alternate response data is included.**

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Line #	Description	Mfgr	Mfgno	QTY	UOM	ACP Direct (Affordable Computer Products, Inc.)		AISYS Consulting, LLC		aves audio visual systems, inc.		CIELO OFFICE PRODUCTS		Cindy Sandoval	
						Total Price Unit	\$0.00 Extended	Total Price Unit	\$0.00 Extended	Total Price Unit	\$811.00 Extended	Total Price Unit	\$702.05 Extended	Total Price Unit	\$0.00 Extended
1	Video Data Projector	Hitachi	CPX 3042WN	1	EA							No Bid			
1 ALT1	NEC NP-ME331XLCD projector 3300 Lumens, Native Resolution XGA1.7x zoom rangeHigh contrast ratio 12000:1Lamp Life up to 9000 hoursDual HDMI inputsUSB ViewerPowerful 20W speakerAutomatic Keystone contraction technology	NEC	NP-ME331X	1	EA			\$489.00							
1 ALT1	XGA LCD 3700 Lumen Projector	Hitachi	MCEX3551	1	EA					\$548.00					
2	Short Throw Projector.	Hitachi	CP- BX301WN	1	EA					\$811.00	\$811.00	No Bid			
2 ALT1	Optoma X318STXGA Short Throw DLP ProjectorBright 3,300 LumensHigh Contrast Ratio 20,000:1Up to 10,000 hours lamp lifeShort Throw 0.62:1 throw ratio projects large, 80" images from several feet awayFull HDdesigned for simulators and simulationsExtensive Connectivity with HDMI, VGA, and CompositeNative Resolution: XGA (1024 x 768)Powerful	Optoma	X318ST	1	EA			\$625.00							
3	Promethean Replacement Projector Solution.	Hitachi	CPD32WN	1	EA			No Bid				No Bid			
3 ALT1	NEW MODEL.	Hitachi	CPBX301W N	1	EA										
3 ALT1	Short Throw Projector	Hitachi	CP- BX301WN	1	EA					\$811.00					
4	Document Reader.	Avermedia Avervision	300 AF HD	1	EA							No Bid			
4 ALT1	QOMO QPC80H2HD/1080p Resolution5.0 MP Image resolutionOmnivision 1/3" CMOS Image sensor6x Optical zoom10x Digital zoomFrame rate - 1080p@30fpsMicro SD card slot (32G Max)512MB Internal storageEmbedded LED lamp light sourceFlexible connectionMicroscope adapter	QOMO	QPC80H2	1	EA			\$499.00							
5	Interactive Classroom System (Whiteboard / document reader)	MimioTeac h.	1762262	1	EA			No Bid		No Bid		No Bid			
6	Microphones.	Lightspeed	TCA-F-M	1	EA			No Bid		No Bid		No Bid			
6 ALT1	Behringer MPA200BT Supplier Notes:	Behringer	TCA-F-M	1	EA										
7	Headphones.	Koss	SB25 USB	1	EA			No Bid		No Bid		No Bid			
7 ALT1	Hamilton Buhl HA-6645BSM	Koss	SB25 USB	1	EA										
7 ALT1	NEW MODEL. Note: Must be purchased in quantities of 4	Koss	SB45USB	1	EA										
8	Printer.	OKI Data	OKIB4600N	1	EA			No Bid		No Bid		No Bid			
9	Printer.	OKI Data	C612n	1	EA			No Bid		No Bid		\$702.05	\$702.05		
10	Lightspeed Stand Alone Redcat Unit.	Lightspeed	RCA-F	1	EA			No Bid		No Bid		No Bid			

PHARR - SAN JUAN - ALAMO I.S.D.  
 AUDIO, VIDEO AND VISUAL AIDS, EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 19-20-004  
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Line #	Description	Mfgr	Mfgno	QTY	UOM	Full Compass (Full Compass Systems)		Gateway Printing		Howard Technology Solutions (Howard Industries, Inc.)		Interstate Books4School (Interstate Promotional Distributors, Inc.)		Lightspeed Technologies, Inc.	
						Total Price Unit	\$0.00 Extended	Total Price Unit	\$0.00 Extended	Total Price Unit	\$6,085.00 Extended	Total Price Unit	\$0.00 Extended	Total Price Unit	\$2,599.00 Extended
1	Video Data Projector	Hitachi	CPX 3042WN	1	EA			No Bid		\$542.00	\$542.00				
1 ALT1	NEC NP-ME331XLCD projector 3300 Lumens, Native Resolution XGA1.7x zoom rangeHigh contrast ratio 12000:1Lamp Life up to 9000 hoursDual HDMI inputsUSB ViewerPowerful 20W speakerAutomatic Keystone correction technology	NEC	NP-ME331X	1	EA										
1 ALT1	XGA LCD 3700 Lumen Projector	Hitachi	MCEX3551	1	EA										
2	Short Throw Projector.	Hitachi	CP-BX301WN	1	EA			No Bid		\$834.00	\$834.00				
2 ALT1	Optoma X318STXGA Short Throw DLP ProjectorBright 3,300 LumensHigh Contrast Ratio 20,000:1Up to 10,000 hours lamp lifeShort Throw 0.62:1 throw ratio projects large, 80" images from several feet awayFull HDDesigned for simulators and simulationsExtensive Connectivity with HDMI, VGA, and CompositeNative Resolution: XGA (1024 x 768)Powerful	Optoma	X318ST	1	EA										
3	Promethean Replacement Projector Solution.	Hitachi	CPD32WN	1	EA			No Bid		<u>\$147.00</u>	\$147.00				
3 ALT1	NEW MODEL.	Hitachi	CPBX301WN	1	EA										
3 ALT1	Short Throw Projector	Hitachi	CP-BX301WN	1	EA										
4	Document Reader.	Avermedia	300 AF HD	1	EA			No Bid		\$530.00	\$530.00				
4 ALT1	QOMO QPC80H2HD/1080p Resolution5.0 MP Image resolutionOmnivision 1/3" CMOS Image sensor6x Optical zoom10x Digital zoomFrame rate - 1080p@30fpsMicro SD card slot (32G Max)512MB Internal storageEmbedded LED lamp light sourceFlexible	QOMO	QPC80H2	1	EA										
5	Interactive Classroom System (Whiteboard / document reader)	MimioTeach.	1762262	1	EA			No Bid		<u>\$799.00</u>	\$799.00				
6	Microphones.	Lightspeed	TCA-F-M	1	EA			No Bid		\$1,515.00	\$1,515.00			\$1,498.00	\$1,498.00
6 ALT1	Behringer MPA200BT Supplier Notes:	Behringer	TCA-F-M	1	EA									Product only. Installation is excluded.	
7	Headphones.	Koss	SB25 USB	1	EA			No Bid		No Bid					
7 ALT1	Hamilton Buhl HA-6645BSM	Koss	SB25 USB	1	EA										
7 ALT1	NEW MODEL. Note: Must be purchased in quantities of 4	Koss	SB45USB	1	EA										
8	Printer.	OKI Data	OKIB4600N	1	EA			No Bid		No Bid					
9	Printer.	OKI Data	C612n	1	EA			No Bid		<u>\$603.00</u>	\$603.00				
10	Lightspeed Stand Alone Redcat Unit.	Lightspeed	RCA-F	1	EA			No Bid		\$1,115.00	\$1,115.00			<u>\$1,101.00</u>	\$1,101.00

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Line #	Description	Mfgr	Mfgno	QTY	UOM	Melhart Music Center		The Grafix Express LLC		Troxell Communications, Inc.	
						Total Price	\$0.00	Total Price	\$0.00	Total Price	\$2,607.73
						Unit	Extended	Unit	Extended	Unit	Extended
1	Video Data Projector	Hitachi	CPX 3042WN	1	EA	No Bid		No Bid		\$494.74	\$494.74
1 ALT1	NEC NP-ME331XLCD projector 3300 Lumens, Native Resolution XGA1.7x zoom rangeHigh contrast ratio 12000:1Lamp Life up to 9000 hoursDual HDMI inputsUSB ViewerPowerful 20W speakerAutomatic Keystone correction technology	NEC	NP-ME331X	1	EA						
1 ALT1	XGA LCD 3700 Lumen Projector	Hitachi	MCEX3551	1	EA						
2	Short Throw Projector.	Hitachi	CP-BX301WN	1	EA	No Bid		No Bid		\$726.32	\$726.32
2 ALT1	Optoma X318STXGA Short Throw DLP ProjectorBright 3,300 LumensHigh Contrast Ratio 20,000:1Up to 10,000 hours lamp lifeShort Throw 0.62:1 throw ratio projects large, 80" images from several feet awayFull HDDesigned for simulators and simulationsExtensive Connectivity with HDMI, VGA, and CompositeNative Resolution: XGA (1024 x 768)Powerful	Optoma	X318ST	1	EA						
3	Promethean Replacement Projector Solution.	Hitachi	CPD32WN	1	EA	No Bid		No Bid			
3 ALT1	NEW MODEL.	Hitachi	CPBX301W	1	EA					\$726.32	
3 ALT1	Short Throw Projector	Hitachi	CP-BX301WN	1	EA						
4	Document Reader.	Avermedia	300 AF HD	1	EA	No Bid		No Bid		\$532.32	\$532.32
4 ALT1	QOMO QPC80H2HD/1080p Resolution5.0 MP image resolutionOmnivision 1/3" CMOS Image sensor6x Optical zoom10x Digital zoomFrame rate - 1080p@30fpsMicro SD card slot (32G Max)512MB Internal storageEmbedded LED lamp light sourceFlexible connect. ArmMicroscope adapter	Avervision QOMO	QPC80H2	1	EA						
5	Interactive Classroom System (Whiteboard / document reader)	MimioTeach.	1762262	1	EA	No Bid		No Bid		\$854.35	\$854.35
6	Microphones.	Lightspeed	TCA-F-M	1	EA			No Bid		No Bid	
6 ALT1	Behringer MPA200BT Supplier Notes:	Behringer	TCA-F-M	1	EA	\$379.00					
7	Headphones.	Koss	SB25 USB	1	EA			No Bid			
7 ALT1	Hamilton Buhl HA-6645BSM	Koss	SB25 USB	1	EA	\$29.95					
7 ALT1	NEW MODEL. Note: Must be purchased in quantities of 4	Koss	SB45USB	1	EA					\$38.75	
8	Printer.	OKI Data	OKIB4600N	1	EA	No Bid		No Bid		No Bid	
9	Printer.	OKI Data	C612n	1	EA	No Bid		No Bid		No Bid	
10	Lightspeed Stand Alone Redcat Unit.	Lightspeed	RCA-F	1	EA	No Bid		No Bid		No Bid	

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Att #	Attribute Name	ACP Direct (Affordable Computer Products, Inc.)	AISYS Consulting, LLC	aves audio visual systems, inc.	CIELO OFFICE PRODUCTS	Cindy Sandoval
58	Discount off price to the Pharr-San Juan-Alamo Independent School District shall be:	NR	NR	NR	NR	NR
59	Off Shelf Price	0%	NR	NR	NR	10%
60	Off Catalog Price (MFG. Suggested List Price)	0%	15%	5%	10%	10%
61	Cost Plus	NR	NR	NR	NR	0%
62	Unit / Quantity / Volume Discount	Yes	Yes	No	Yes	Yes
63	Shelf Price / Store Does discount off shelfprice apply to all items in store?	Yes	NR	No	Yes	Yes
64	If Other, please state:	NR	NR	NR	NR	NR
65	Catalog Price Does catalog price apply to all items catalog?	Yes	Yes	Other	Yes	Yes
66	If Other, please state:	NR	5-30%	Discounts will vary between manufacturers	NR	NR
67	Cost Plus Does cost plus pricing apply to all items?	NR	NR	Other	No	No
68	If Other, please state:	NR	NR	We do not offer cost plus	NR	NR
69	What month and year is your current catalog published? (if applicable)	4/30/2019	5/1/2019	4/4/2019	11/28/2018	6/1/2019
70	Are your shelf prices guaranteed from September 1, 2019 through August 31, 2020?	No	NR	No	Yes	Yes
71	Are your catalogs guaranteed through August 31, 2020, with discounts to be taken from your printed (2019) catalog price?	No	Yes	Yes	Yes	Yes
72	Sales Representative information.	NR	NR	NR	NR	NR
73	Representative Name Please provide Name of Representative.	Vanessa Morris	Amanda Worsham	Angie Gomez	ELOY OLIVAREZ	Cynthia E Sandoval
74	Representative Location Please provide the location (city and state) of representative.	Dallas, TX	1301 Hackberry Ave. McAllen, Texas 78501	Stafford, Texas	MCALLEN	Pharr TX
75	Representative Telephone Number	(800) 238-8009	(956) 686-0101	(800) 365-2837	(956) 688-6001	(956) 601-7349
76	Representative Cellular Number	NR	(956) 215-7006	NR	NR	(956) 601-7349
77	Representative Fax Number	(800) 238-3117	(956) 686-0106	(281) 295-1311	(956) 688-6012	NR
78	Representative Email Address	bids@acpdirect.com	aworsham@aisysconsulting.com	sales@avesav.com	EOLIVAREZ@CIELOOFFICE.COM	sandovalcynthia70l@gmail.com
79	What is the e-mail address for all Purchase Orders to be sent to?	sales@acpdirect.com	aworsham@aisysconsulting.com	sales@avesav.com	DBARRERA@CIELOOFFICE.COM	sandovalcynthia70l@gmail.com
80	Is there a minimum dollar / quantity / volume purchase amount required for delivery?	No	No	Yes	No	No
81	Does your company charge packing and handling?	Yes	Yes	No	No	No
82	If yes, how much? and explain.	Varies. See attached Freight Policy form	Varies on product, weight, and quantities (See Deviations & Supplemental Information for further details) and it is not included in any catalog pricing.	NR	NR	NR
83	Partial deliveries of purchase orders are not accepted by Pharr-San Juan-Alamo I.S.D. only complete orders are accepted. Can you comply with this?	Yes	Yes	Yes	Yes	Yes
84	What would be the delivery time once a purchase order is received? Please provide number of days.	2-5 days, longer for heavy, furniture or special order/non-stocking items.	14-21 Business Days	Delivery time is 5-10days ARO	DEPENDS ON ITEMS ORDERED	2-3 weeks
85	Does your company charge a restocking fee on returned merchandise / warehouse stock?	Yes	Yes	Yes	Yes	No

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**AUDIO, VIDEO AND VISUAL AIDS, EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 19-20-004**  
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Att # Attribute Name	ACP Direct (Affordable Computer Products, Inc.)	AISYS Consulting, LLC	aves audio visual systems, inc.	CIELO OFFICE PRODUCTS	Cindy Sandoval
86 If yes, how much?	Varies by item and manufacturer	15-20% with original packing and an approved RMA Number. (See Deviations & Supplemental Information for further details)	Restock is determined by the manufacturer. AVES assists in the process with the customer.	25%	NR
87 Your bid must be F.O.B. Pharr, Texas 78577. The discount above is F.O.B. Pharr with a minimum delivered to one location. Please state minimum order if any.	N/A	No minimum	minimum order accepted is \$50.00	0	NR
88 Can you deliver to all locations district wide?	Yes	Yes	Yes	Yes	Yes
89 If providing service (labor) only or service (labor) and parts, Please fill out the following information:	NR	NR	NR	NR	NR
90 Hourly Labor Charge - Straight Time	NR	Per Hour	NR	NR	other (list description)
91 If other, list description	NR	Services are in addition to equipment sales and are calculated on an hourly basis contingent upon the Scope of Work. (See attached Service Pricing Sheet)	NR	N/A	NA No charge for the shoots
92 Hourly Labor Charge - Overtime. including after 5:00 p.m., Weekends and Holidays	NR	Per Hour	NR	NR	NR
93 If other, list description	NR	Services are in addition to equipment sales and are calculated on an hourly basis contingent upon the Scope of Work. (See attached Service Pricing Sheet)	NR	N/A	NA No charge for the shoots
94 Hourly Labor Charge - Extra Man - Straight Time	NR	Per Hour	NR	NR	other (list description)
95 If other, list description	NR	Services are in addition to equipment sales and are calculated on an hourly basis contingent upon the Scope of Work. (See attached Service Pricing Sheet)	NR	N/A	NA No charge for the shoots
96 Hourly Labor Charge - Extra Man - Overtime including after 5:00 p.m., Weekends and Holidays	NR	Per Hour	NR	NR	NR
97 If other, list description	NR	Services are in addition to equipment sales and are calculated on an hourly basis contingent upon the Scope of Work. (See attached Service Pricing Sheet)	NR	N/A	NA No charge for the shoots
98 Materials are charged: (select one)	NR	Other, please explain	NR	NR	NR
99 Please state amount of charge for the selection from the previous question.	NR	Fees vary depending on Scope of Work or Changes. It all depends on materials.	NR	N/A	NA No charge for the shoots
100 If other, please explain.	NR	Additional materials are needed due to but not limited to: materials not included in original scope of work due to changes by district or other circumstances, additional costs may apply.	NR	N/A	NA No charge for the shoots

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Att #	Attribute Name	Full Compass (Full Compass Systems)	Gateway Printing	Howard Technology Solutions (Howard Industries, Inc.)	Interstate Books4School (Interstate Promotional Distributors, Inc.)
58	Discount off price to the Pharr-San Juan-Alamo Independent School District shall be:	NR	NR	NR	NR
59	Off Shelf Price	NR	15%	NR	NR
60	Off Catalog Price (MFG. Suggested List Price)	NR	15%	3%	NR
61	Cost Plus	NR	NR	3%	NR
62	Unit / Quantity / Volume Discount	No	No	Yes	NR
63	Shelf Price / Store Does discount off shelfprice apply to all items in store?	Other	Yes	Yes	NR
64	If Other, please state:	Discounts vary by item, please ask for a quote	n/a	NR	tradebooks most at 35% off. Valu-Books at net pricing
65	Catalog Price Does catalog price apply to all items catalog?	Other	Yes	Yes	Yes
66	If Other, please state:	Discounts vary by item, please ask for a quote	n/a	NR	NR
67	Cost Plus Does cost plus pricing apply to all items?	No	No	Yes	NR
68	If Other, please state:	NR	n/a	NR	NR
69	What month and year is your current catalog published? (If applicable)	4/20/2019	1/1/2019	NR	NR
70	Are your shelf prices guaranteed from September 1, 2019 through August 31, 2020?	No	Yes	Yes	Yes
71	Are your catalogs guaranteed through August 31, 2020, with discounts to be taken from your printed (2019) catalog price?	No	Yes	Yes	NR
72	Sales Representative information.	NR	NR	NR	NR
73	Representative Name Please provide Name of Representative.	Brian Kaphingst	Sandra De Leon	Jaime Palacios	Amy Fields
74	Representative Location Please provide the location (city and state) of representative.	Madison, WI	Edinburg, Texas	Texas	Madison, WI
75	Representative Telephone Number	(800) 356-5844 x1337	(956) 383-3861	(210) 727-1197	(800) 752-3131
76	Representative Cellular Number	NR	(956) 330-9857	NR	NR
77	Representative Fax Number	(608) 831-8846	(956) 316-0253	NR	NR
78	Representative Email Address	briank@fullcompass.com	NR	jpalacios@howard.com	SALES@books4school.com
79	What is the e-mail address for all Purchase Orders to be sent to?	briank@fullcompass.com	csr.rgv@gatewayp.com	htsorderentrypos@howard.com	SALES@books4school.com
80	Is there a minimum dollar / quantity / volume purchase amount required for delivery?	No	No	No	No
81	Does your company charge packing and handling?	No	No	Yes	No
82	If yes, how much? and explain.	NR	n/a	usually included	NR
83	Partial deliveries of purchase orders are not accepted by Pharr-San Juan-Alamo I.S.D. only complete orders are accepted. Can you comply with this?	Yes	Yes	Yes	Yes
84	What would be the delivery time once a purchase order is received? Please provide number of days.	In stock items typically take 3-4 business days transit. Most out of stock orders can deliver within 2-3 weeks	7 to 10 business days.	10-14	Valu-Books = 7 days Tradebooks = 2 weeks
85	Does your company charge a restocking fee on returned merchandise / warehouse stock?	Yes	Yes	No	NR



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Att #	Attribute Name	Full Compass (Full Compass Systems)	Gateway Printing	Howard Technology Solutions (Howard Industries, Inc.)	Interstate Books4School (Interstate Promotional Distributors, Inc.)
86	If yes, how much?	15% on out of stock products. Normally stocked items are not subject to restocking fee if returned within 30 days	n/a	NR	sold non-returnable
87	Your bid must be F.O.B. Pharr, Texas 78577. The discount above is F.O.B. Pharr with a minimum delivered to one location. Please state minimum order if any.	NR	n/a	NR	NR
88	Can you deliver to all locations district wide?	Yes	Yes	Yes	No
89	If providing service (labor) only or service (labor) and parts, Please fill out the following information:	NR	NR	NR	NR
90	Hourly Labor Charge - Straight Time	NR	NR	NR	NR
91	If other, list description	NR	n/a	NR	NR
92	Hourly Labor Charge - Overtime. including after 5:00 p.m., Weekends and Holidays	NR	NR	NR	NR
93	If other, list description	NR	n/a	NR	NR
94	Hourly Labor Charge - Extra Man - Straight Time	NR	NR	NR	NR
95	If other, list description	NR	n/a	NR	NR
96	Hourly Labor Charge - Extra Man - Overtime including after 5:00 p.m., Weekends and Holidays	NR	NR	NR	NR
97	If other, list description	NR	n/a	NR	NR
98	Materials are charged: (select one)	NR	NR	NR	NR
99	Please state amount of charge for the selection from the previous question.	NR	n/a	NR	NR
100	If other, please explain.	NR	We are not bidding on labor.	NR	NR

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Att #	Attribute Name	Lightspeed Technologies, Inc.	Melhart Music Center	The Grafix Express LLC	Troxell Communications, Inc.
58	Discount off price to the Pharr-San Juan-Alamo Independent School District shall be:	NR	NR	NR	NR
59	Off Shelf Price	NR	20%	0%	NR
60	Off Catalog Price (MFG. Suggested List Price)	22%	20%	0%	1%
61	Cost Plus	NR	NR	NR	NR
62	Unit / Quantity / Volume Discount	Yes	Yes	Yes	Yes
63	Shelf Price / Store Does discount off shelfprice apply to all items in store?	Other	Yes	Yes	NR
64	If Other, please state:	Not applicable. We are not offering a discount off of Shelf Price.	NR	NR	NR
65	Catalog Price Does catalog price apply to all items catalog?	Yes	Yes	NR	Other
66	If Other, please state:	NR	NR	NR	Discounts vary 1-70% off List Price, by manufacturer, product, and quantity. Contact Trenton Brackley for quote.
67	Cost Plus Does cost plus pricing apply to all items?	Other	NR	No	NR
68	If Other, please state:	Not applicable. We are not offering cost-plus pricing.	NR	NR	NR
69	What month and year is your current catalog published? (If applicable)	7/1/2019	5/1/2019	NR	NR
70	Are your shelf prices guaranteed from September 1, 2019 through August 31, 2020?	No	Yes	No	Yes
71	Are your catalogs guaranteed through August 31, 2020, with discounts to be taken from your printed (2019) catalog price?	Yes	Yes	No	Yes
72	Sales Representative information.	NR	NR	NR	NR
73	Representative Name Please provide Name of Representative.	Kevin Gagnon, Territory Manager	Robert Martinez	Juanita Cedillo	Trenton Brackley, Account Executive
74	Representative Location Please provide the location (city and state) of representative.	San Antonio, TX	McAllen, Texas	Pharr, TX	San Antonio, TX
75	Representative Telephone Number	(830) 431-4184	(956) 682-6147 x243	(956) 961-4532	(210) 497-3144
76	Representative Cellular Number	(830) 431-4184	NR	NR	(210) 497-3288
77	Representative Fax Number	(503) 684-3197	(956) 682-4253 x243	NR	(830) 480-9180
78	Representative Email Address	Kevin.Gagnon@Lightspeed-tek.com	sound@melhart.com	thegrafixexpress@gmail.com	trenton.brackley@trox.com
79	What is the e-mail address for all Purchase Orders to be sent to?	ORDERS@Lightspeed-tek.com	angel@melhart.com	thegrafixexpress@gmail.com	trenton.brackley@trox.com
80	Is there a minimum dollar / quantity / volume purchase amount required for delivery?	No	Yes	No	No
81	Does your company charge packing and handling?	No	Yes	NR	Yes
82	If yes, how much? and explain.	N/A	Amounts Vary.	NR	Please see attached Freight Statement
83	Partial deliveries of purchase orders are not accepted by Pharr-San Juan-Alamo I.S.D. only complete orders are accepted. Can you comply with this?	Yes	Yes	Yes	Yes
84	What would be the delivery time once a purchase order is received? Please provide number of days.	Lightspeed can deliver products no later than 13 calendar days ARO for quantities of one to 25 systems. Lead times are as follows based on various system quantities: 26-50 systems = 14-24 calendar days, 51-75 systems = 20-30 calendar days, >75 systems = by arrangement with customer. Lead times are standard and whenever possible we will ship products sooner than the standard time. These times reflect maximum ground shipping days (e.g. cross-country from our Tualatin headquarters). Smaller orders and/or closer destinations will receive orders sooner than the standard times provided.	0-30 days	NR	14-30 Days ARO
85	Does your company charge a restocking fee on returned merchandise / warehouse stock?	Yes	No	No	Yes

**PHARR - SAN JUAN - ALAMO I.S.D.**  
**AUDIO, VIDEO AND VISUAL AIDS, EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 19-20-004**  
**CATALOG BID OPENING: MAY 28, 2019 @ 4:00 P.M.**

Att # Attribute Name	Lightspeed Technologies, Inc.	Melhart Music Center	The Grafix Express LLC	Troxell Communications, Inc.
86 If yes, how much?	No restocking fee if returned within 30 days of purchase date. See enclosed Return Policy.	NR	NR	Please see attached Service Warranty & Repairs
87 Your bid must be F.O.B. Pharr, Texas 78577. The discount above is F.O.B. Pharr with a minimum delivered to one location. Please state minimum order if any.	None	Amount Varies	NR	Varies. Contact Trenton Brackley for quote.
88 Can you deliver to all locations district wide?	Yes	Yes	Yes	Yes
89 If providing service (labor) only or service (labor) and parts, Please fill out the following information:	NR	NR	NR	NR
90 Hourly Labor Charge - Straight Time	NR	NR	NR	other (list description)
91 If other, list description	NR	NR	NR	Labor and material pricing varies by location and project. Please contact Trenton Brackley for quote.
92 Hourly Labor Charge - Overtime. including after 5:00 p.m., Weekends and Holidays	NR	NR	NR	other (list description)
93 If other, list description	NR	NR	NR	Labor and material pricing varies by location and project. Please contact Trenton Brackley for quote.
94 Hourly Labor Charge - Extra Man - Straight Time	NR	NR	NR	other (list description)
95 If other, list description	NR	NR	NR	Labor and material pricing varies by location and project. Please contact Trenton Brackley for quote.
96 Hourly Labor Charge - Extra Man - Overtime including after 5:00 p.m., Weekends and Holidays	NR	NR	NR	other (list description)
97 If other, list description	NR	NR	NR	Labor and material pricing varies by location and project. Please contact Trenton Brackley for quote.
98 Materials are charged: (select one)	NR	NR	NR	Other, please explain
99 Please state amount of charge for the selection from the previous question.	NR	NR	NR	Varies.
100 If other, please explain.	NR	NR	NR	Labor and material pricing varies by location and project. Please contact Trenton Brackley for quote.

**PHARR -SAN JUAN - ALAMO I.S.D.**  
**AUDIO, VIDEO AND VISUAL AIDS, EQUIPMENT, SERVICES AND SUPPLIES CATALOG BID # 19-20-004**  
**BID OPENING: MAY 28, 2019 @ 4:00 P.M.**

<b>Responding Supplier</b>	<b>Signature Full Name</b>	<b>Signature Email</b>	<b>Supplier Notes</b>
ACP Direct (Affordable Computer Products, Inc.)	Vanessa Morris	bids@acpdirect.com	
AISYS Consulting, LLC	Amanda Worsham	aworsham@aisysconsulting.com	
aves audio visual systems, inc.	Evangelina Gomez	sales@avesav.com	
CIELO OFFICE PRODUCTS	DAVID BARRERA	DBARRERA@CIELOOFFICE.COM	
Cindy Sandoval	CYNTHIA ELIZABETH SANO	sandovalcynthia705@gmail.com	
Full Compass (Full Compass Systems)	Brian Kaphingst	briank@fullcompass.com	
Gateway Printing	Chris Diaz	cdiaz@gatewayp.com	
Howard Technology Solutions (Howard Industries, Inc.)	Melissa Jones	bids@howardcomputers.com	
Interstate Books4School (Interstate Promotional Distributors, Inc.)	Amy Fields	afields@books4school.com	
Lightspeed Technologies, Inc.	Mark Grover, CFO/COO	LSBIDS@Lightspeed-tek.com	Regarding Item 60 & 62: Discount is 22% off of List Prices. Lightspeed offers volume discounts based upon units purchased (on a single P.O.). See enclosed price list for details, but in summary: 22% for 1-9 systems, 25% for 10-19 systems, 27% for 20-49 systems. Volume discounts apply to audio systems and not parts and accessories, as per the enclosed price list.
Melhart Music Center	Angel Sandoval	angel@melhart.com	Spec Sheets provided for the Alternatives
The Grafix Express LLC	Juanita Cedillo	thegrafixexpress@gmail.com	
Troxell Communications, Inc.	Trenton Brackley	trenton.brackley@trox.com	