

November 6, 2020

NOTICE OF AWARD

CONTRACT TITLE: Concurrent Learning Classroom Cameras

CONTRACT NUMBER: **4400010221, 4400010222, 4400010223, 4400010224**

NIGP CODE(S): 65529, 65530, 65535, 65539, 65596, 88011, 20775, 88067, 20730, 80340, 20454, 28796, 28772, 20442, 20413, 80360

CONTRACT PERIOD: Date of award through October 31, 2023

RENEWALS: Three (3) one-year options

SOLICITATION NUMBER: IFB2000003240

SUPERCEDES CONTRACT(S): None

CONTRACTOR:

Audio Visual Innovations, Inc.
6301 Benjamin Road Suite 101
Tampa, FL 33634

Contact: Kelly Minich
Telephone: 571-266-2452
Email: kelly.minich@avispl.com

SUPPLIER ID/CONTRACT:

1000012234/ **4400010221**
PART 3- Category A

Lee Hartman & Sons, Inc.
3236 Cove Road, NW
Roanoke, VA 24017

Contact: Garry Shorner
Telephone: 540-366-3493 X. 1133
Email: gshorner@leehartman.com

1000011919/ **4400010222**
PART 2-Category D

CDW-Government
230 N. Milwaukee Ave
Vernon Hills, IL 60061

Contact: Tigo Schauffler
Telephone: 203-851-7246
Email: tigosch@cdwg.com

1000011648/ **4400010223**
Part 1- Category A,B
Part 2- Category A, C, E
Part 3- Category B

Nicholas P. Pipino and Associates, Inc.
10545 Guilford Road Suite 108
Jessup, MD 20794

1000008744/ **4400010224**
Part 2 Category B

Contact: Steven J. Pipino
Telephone: 410-995-0041
Email: spipino@pipinoinc.com

TERMS: Net 30
FOB: Destination
PRICES: See Pricing Schedule
OPS CONTACT:

Thomas Fick
Contract Administrator
Phone: (571) 423-3580
Fax: (571) 423-3587
E-Mail: trfick@fcps.edu

ORDERING INSTRUCTIONS:

Any county department may create a shopping cart into FOCUS (Fairfax County Unified System) indicating the item/service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number.

Requests exceeding the small purchase threshold will be routed to OPS and a purchase order will be executed.



Thomas Fick
Contract Administrator

DISTRIBUTION:

FCPS – DIT – Jean Welsh

PRICING SCHEDULE

Item No.	Item Description	Inside Delivery in Days	Qty	UOM	Unit Price	% Discount
Part 1: All-in-one Cameras with Audio						
Category A: Logitech CDW-G						
Percentage Discount for Logitech						40-45%
1.	Logitech BCC950 Manufacturer part # 960-000866	30	500	EA	\$169.00	44%
2.	Logitech Connect Manufacturer part # 960-001013	30	500	EA	\$299.00	40%
3.	Logitech Meetup Manufacturer part # 960-001101	14	500	EA	\$495.00	45%
Category B: Poly CDW-G						
Percentage Discount for Poly						30-40%
4..	Poly Studio USB Manufacturer part # G7200-85830-001	7	500	EA	\$660.64	30%
Part 2: Multi-part Solution Cameras						
Category A: AVerMedia CDW-G						
Percentage Discount for AVerMedia						11%- 25%
5.	AVerMedia LIVE STREAMER CAM313 Manufacturer part # PW313	5	500	EA	\$71.28	11%
Category B: Aver Nicholas Pipino						
Percentage Discount for Aver						31.1%
6.	Aver CAM520 Manufacturer part # CAM520	60	500	EA	\$620.09	31.1%
Category C: B3E CDW-G						
Percentage Discount for B3E						47%
7.	B3E- Manufacturer part # WC-1080	5	500	EA	\$53.04	47%
Category D: Hamilton Buhl Lee Hartman & Sons						
Percentage Discount for Hamilton Buhl						52%
9.	Hamilton Buhl – Manufacturer part # Superflix WEBCAM	20	500	EA	\$23.52	52%

PRICING SCHEDULE

Category E: Adesso CDW-G						
Percentage Discount for Adesso						30%
10.	Adesso CyberTrack H5- Manufacturer part # CYBERTRACKH5	5	500	EA	\$48.96	30%
Part 3: USB Speakerphone for multi-part Solutions						
Category A: Jabra AVI-SPL						
Percentage Discount for Jabra						40-43%
11.	Jabra Speak 510 UC- Manufacturer part # 7510-209	30	500	EA	\$84.87	43%
12.	Jabra Speak 710 UC- Manufacturer part # 7710-409	15	500	EA	\$179.28	43%
13.	Jabra Speak 810 UC- Manufacturer part # 7810-209	30	500	EA	\$372.43	41%
Category B: Yamaha CDW-G						
Percentage Discount for Yamaha						28-49%
14.	Yamaha Unified Communications Speakerphone Manufacturer part # YVC200	5	500	EA	\$113.78	39%
15.	Yamaha Unified Communications Speakerphone Manufacturer part # YVC330	5	500	EA	\$249.34	28%
16.	Yamaha Unified Communications Microphone & Speaker System Manufacturer part # YVC1000	5	500	EA	\$761.07	49%