

# STATE OF NORTH CAROLINA/ASHEVILLE CITY SCHOOLS

## REQUEST FOR PROPOSALS

#148-IT-023

**PROJECT:** Classroom and School Interactive Displays, et al.

**USING AGENCY:** Asheville City Schools

**ISSUE DATE:** October 13, 2022

Bids subject to the conditions made a part hereof will be received until **2:00 p.m., Thursday, November 7, 2022**, for furnishing all labor, materials, equipment, and services incidental and implied, for completion of the project described herein.

Direct inquiries concerning this RFP to:

Bidding and document questions:

Chris Pohlman, Purchasing Clerk

Phone: 828-350-6101

Email: [chris.pohlman@acsgmail.net](mailto:chris.pohlman@acsgmail.net)

Specifications and technical questions, or the Required Pre-Bid Meeting:

Matt Whiteside, Director of Instructional Technology

Email: [matt.whiteside@acsgmail.net](mailto:matt.whiteside@acsgmail.net)

### REQUIRED PRE-BID MEETING:

The **REQUIRED Pre-Bid Meeting is scheduled for Wednesday, October 26, 2022 at 10:00am at Asheville City Schools**. More information about the Required Pre-Bid Meeting can be found in the "Required Pre-Bid Meeting" section of this solicitation.

### THE PROCUREMENT PROCESS

The following is a general description of the process by which a bidder will be selected to provide services.

1. Request for Proposals is issued to prospective bidders.
2. The deadline for written questions is three days prior to the due date.
3. All bids must be received by Asheville City Schools ("ACS") not later than the date and time specified on the cover sheet of this RFP. Bid packages shall include one (1) original proposal, three (3) copies, and one (1) digital copy. The digital copy should be on a flash drive or disk of some kind and included with the Bid package. Submissions will not be accepted via email.
4. The public Bid Opening will be Thursday, November 7, 2022 at 2:00pm at Asheville City Schools, 85 Mountain St, Asheville, NC 28801. Attendance by Bidders at the Bid Opening is completely optional. No decision will be made on this day.
5. Bids will be evaluated according to cost, proposed displays and software, installation, project management, receiving and staging, professional development services, warranty and repair services, and vendor prior experience. Award of a contract to one Bidder does not mean that the other bids lacked merit, but that, all factors considered, the selected bid was deemed most advantageous to ACS.

(NOTE: THE BID FORM MUST BE FULLY EXECUTED AND RETURNED FOR CONSIDERATION)

**BID FORM**

**#148-IT-023**

**Classroom and School Interactive Displays, et al.**

**DUE DATE: 11/7/2022 by 2:00PM**

Bidder: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_ Phone: \_\_\_\_\_

Fed ID No: \_\_\_\_\_ MBE/HUB Status: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Therefore, in compliance with this Request for Bids, and subject to all conditions herein, the undersigned offers and agrees, if this bid is accepted, to furnish the subject services for a cost not to exceed:

<b>Configuration Type</b>	<b>Approximate Quantity</b>	<b>Cost Per Instance</b>	<b>Time to install per instance</b>
75 inch Interactive touch display, cart mounted	37	\$	
75 inch Interactive touch display, wall mounted	114	\$	
75 inch non-touch display, cart mounted	40	\$	
75 inch non-touch display, wall mounted	22	\$	
55 inch non-touch display, wall mounted	3	\$	
Mirrored Display room 1:2, (1) 75 inch interactive touch display, cart mounted with image mirror to (2) 55 inch non-touch display, wall mounted	9*	\$	

**[BID FORM CONTINUED ON NEXT PAGE]**

**[BID FORM CONTINUED FROM PREVIOUS PAGE]**

<b>Configuration Type</b> (continued)	<b>Approximate Quantity</b>	<b>Cost Per Instance</b>	<b>Time to install per instance</b>
Mirrored Display room 1:1, (1) 75 inch interactive touch display, cart mounted with image mirror to (1) 55 inch non-touch display, wall mounted	1*	\$	
Mirrored Display laptop:1, (2) 55 inch non-touch displayed wirelessly mirrored from laptop (windows or chromeOS)	1*	\$	
55 inch non-touch display, articulating wall mount, hallway digital signage	18	\$	
55 inch interactive touch display on a convertible cart (tabletop to vertical)	2	\$	
75 inch interactive touch display, mounted on slider tracks (multiple layers on tracks to allow overlap with dry erase type surface)	2	\$	
Other costs <i>(Please attach additional pages as necessary)</i>		\$	

\*each instance above listed with an asterisk (\*) should include the interactive display and/or mirrored displays as these are not included elsewhere in the chart. Think of this as the cost for an interactive display on a cart that is mirrored to displays in the same room, all-inclusive.

In addition to the above prices and times, the following must also be included in the Bid.

*(Please attach additional pages as necessary)*

- Interactive Teaching Capabilities:** The school system is seeking detailed information on the interactive teaching capabilities of the displays, both hardware and software-based, including ongoing license cost and requirements. Specific information should be provided about how the display will function without an attached/integrated computer or Chromebook. Information should be included describing any onboard operating system, including the upgrade path for the onboard operating system and the onboard hardware (how or can the onboard system hardware be upgraded). Information should also include describing screen sharing (screencast, mirroring, etc) functionality.
- Warranty/Support Services:** The school system is seeking detailed information on the warranty and support services provided in the proposal. Specific information should be provided about the device warranty and how the school system resolves technical support issues with the devices.

**[BID FORM CONTINUED ON NEXT PAGE]**

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3. **Installation Service:** The school system is seeking information regarding the installation service offered. The school system requires removal and disposal of all packing, shipping, and installation waste, as well as clean up of debris or mess generated during installation. The school system also requires the removal and disposal of legacy display systems which includes various types of interactive boards, projectors, pull-down screens, mounts, and AV cabling. Although the details of the installation will be determined during the ordering process, the school system is seeking general information about how the vendor will manage the installation of the interactive displays. Describe the installation plan, including the approximate time to complete each Configuration Type. Indicate time of installation, ie, during regular workday or swing shift. If during school hours, how does the installation plan coordinate with the school schedule (how do we minimize classroom disruption during install).
4. **Project Management:** The school system is seeking information about project management services provided, such as scheduling and coordinating the installation. Project management includes communicating with specified school staff regarding the daily installation schedule on a room by room, day by day basis.
5. **Receiving and Staging:** The school system is seeking information about delivery, receiving, and staging of equipment prior to installation. We do not have loading docks and therefore may require lift gate delivery.
6. **Professional Development:** The school system is seeking information regarding professional development included in the purchase price at the estimated quantities. This includes live professional development (face-to-face or virtual) as well as documented professional development resources.
7. **Delivery Date:** The proposal must include an estimated delivery/installation date if the display systems are ordered approximately 45 days from submission due date.

*(Please attach additional pages as necessary)*

By: (Signature) \_\_\_\_\_ Date: \_\_\_\_\_

Printed Name \_\_\_\_\_ Title: \_\_\_\_\_

Reminder: Bid packages shall include one (1) original proposal, three (3) copies, and one (1) digital copy. The digital copy should be on a flash drive or disk of some kind and included with the Bid package. Submissions will not be accepted via email.

**[END OF BID FORM]**

# BID SPECIFICATIONS

## I. OVERVIEW OF PROJECT

Asheville City Schools (“ACS”) is seeking proposals to refresh our classroom and school display technologies. The acquisition will include the purchase and installation of approximately 269 display systems across 7 school campuses. It is the intent of ACS to place an order with the awarded vendor within 45 calendar days of the solicitation deadline listed on the cover.

## II. REQUIRED PRE-BID MEETING

There will be a Required Pre-Bid Meeting on Wednesday 10/26/2022 at 10:00am at Asheville City Schools, 85 Mountain St, Asheville, NC 28801. **Attendance is required.** Bids will not be accepted from Bidders not represented at the Required Pre-Bid Meeting. Please contact Matt Whiteside, Director of Instructional Technology, with questions about the Required Pre-Bid Meeting.

## III. TECHNICAL SUBMISSION REQUIREMENTS

ACS has purchased interactive displays from Smart, Promethean, ClearTouch, and others over the past several years. ACS is seeking a proposal for the installation of displays in the size and quantity specified in the configurations listed below. All installation hardware including mounting and carts are to be included in the proposal. Technical details and pricing for the displays must be provided in the proposal. The costs provided should exclude sales and use tax.

Configuration Type	Approximate Quantity
75 inch Interactive touch display, cart mounted	37
75 inch Interactive touch display, wall mounted	114
75 inch non-touch display, cart mounted	40
75 inch non-touch display, wall mounted	22
55 inch non-touch display, wall mounted	3
Mirrored Display room 1:2, (1) 75 inch interactive touch display, cart mounted with image mirror to (2) 55 inch non-touch display, wall mounted	9*
Mirrored Display room 1:1, (1) 75 inch interactive touch display, cart mounted with image mirror to (1) 55 inch non-touch display, wall mounted	1*
Mirrored Display laptop:1, (2) 55 inch non-touch displayed wirelessly mirrored from laptop (windows or ChromeOS)	1*

55 inch non-touch display, articulating wall mount, hallway digital signage	18
55 inch interactive touch display on a convertible cart (tabletop to vertical)	2
75 inch interactive touch display, mounted on slider tracks (multiple layers on tracks to allow overlap with dry erase type surface)	2

\*Each instance above listed with an asterisk (\*) should include the interactive display and/or mirrored displays, as these are not included elsewhere in the chart. Think of this as the cost for an interactive display on a cart that is mirrored to displays in the same room, all-inclusive.

#### IV. BASIC REQUIREMENTS

At a minimum, all displays must meet the following specifications:

- Cloud-based wireless management with message broadcast
- Wireless screen sharing
  - that is compatible with Windows, MacOS, and ChromeOS;
  - that supports VLAN hopping between display and source; and
  - that includes the ability for the teacher to manage student screen sharing.
- Connectivity minimums:
  - 2 x HDMI input;
  - 1 x HDMI output;
  - Integrated wireless (802.11 N-AC);
  - 1 x 3.5 mm audio input; and
  - 1 x 3.5 mm audio output
- Basic digital signage functions
- Forward or downward facing speakers, 2 x 10 Watt minimum
- The user interface for screen sharing function and the management systems should be the same for both the interactive touch displays and the non-touch displays

In addition, at a minimum, all interactive displays must also meet the following specifications:

- 10 points of touch with Windows;
- Touch compatible with ChromeOS;
- Instructional software including;
  - annotation,
  - whiteboard, and
  - notes capture and sharing
- The user interface for screen sharing function and the management systems should be the same for both the interactive touch displays and the non-touch displays.

## V. PROPOSAL REQUIREMENTS

All proposals must be submitted on the BID FORM included in this solicitation. The following information must be included with the proposal:

a. **Cost:**

Cost per instance of each Configuration Type listed above based on the approximate unit count. All other costs must be clearly identified and included. The costs provided should exclude sales and use tax.

b. **Interactive Teaching Capabilities:**

The school system is seeking detailed information on the interactive teaching capabilities of the displays, both hardware and software-based, including ongoing license cost and requirements. Specific information should be provided about how the display will function without an attached/integrated computer or Chromebook. Information should be included describing any onboard operating system, including the upgrade path for the onboard operating system and the onboard hardware (how or can the onboard system hardware be upgraded). Information should also include describing screen sharing (screencast, mirroring, etc.) functionality.

c. **Warranty/Support Services:**

The school system is seeking detailed information on the warranty and support services provided in the proposal. Specific information should be provided about the device warranty and how the school system resolves technical support issues with the devices.

d. **Installation Service:**

The school system is seeking information regarding the installation service offered. The school system requires removal and disposal of all packing, shipping, and installation waste, as well as clean up of debris or mess generated during installation. The school system also requires the removal and disposal of legacy display systems which includes various types of interactive boards, projectors, pull-down screens, mounts, and AV cabling. Although the details of the installation will be determined during the ordering process, the school system is seeking general information about how the vendor will manage the installation of the interactive displays. Describe the installation plan, including the approximate time to complete each Configuration Type. Indicate time of installation, (ie, during regular workday or swing shift). If during school hours, how does the installation plan coordinate with the school schedule (how do we minimize classroom disruption during install).

e. **Project Management:**

The school system is seeking information about project management services provided, such as scheduling and coordinating the installation. Project management includes communicating with specified school staff regarding the daily installation schedule on a room by room, day by day basis.

f. **Receiving and Staging**

The school system is seeking information about delivery, receiving, and staging of equipment prior to installation. We do not have loading docks and therefore may require lift gate delivery.

g. **Professional Development:**

The school system is seeking information regarding professional development included in the purchase price at the estimated quantities. This includes live professional development (face-to-face or virtual) as well as documented professional development resources.

h. **Delivery Date:**

The proposal must include an estimated delivery/installation date if the display systems are ordered approximately 45 days from submission due date.

**VI. EVALUATION CRITERIA**

The evaluators will consider how well the bidder's proposed solution meets the needs of ACS. It is important that the responses be clear, concise, and complete so that the evaluators can adequately understand all aspects of the proposal. ACS reserves the right to require a subset of finalists to make a presentation to the evaluation team for consideration.

Although price will be an important factor in our decision, ACS will use the criteria identified in the table below to fully evaluate the value of each proposal.

<b>Price</b>	Cost of responsive bids will be evaluated on a 4-point scale, with the lowest cost responsive bid receiving 4 points.	<b>40%</b>
<b>Proposed Displays &amp; Software</b>	Asheville City will evaluate the proposed interactive displays and software in each response and rate them based on their technical specifications on a 4 -point scale. The highest-rated interactive display will receive 4 points.	<b>30%</b>
<b>Installation, Project Management, Receiving and Staging, and Professional Development Services</b>	Asheville City Schools will evaluate the proposed services on a 4-point scale. The highest-rated will receive 4 points.	<b>15%</b>
<b>Warranty &amp; Repair Services</b>	Asheville City Schools will evaluate the proposals on the warranty and repair services each vendor will provide on a 4-point scale. The highest-rated will receive 4 points.	<b>10%</b>
<b>Vendor Prior Experience</b>	Prior experience with the Asheville City Schools or other districts familiar to Asheville City Schools is an advantage. The vendor with the most positive relevant experience will receive 4 points.	<b>5%</b>

**VII. COMPLIANCE**

The Contractor shall comply with all laws, ordinances, codes, rules, regulations, and licensing requirements (permits) that are applicable to the conduct of its business, including those of federal, state, and local agencies having jurisdiction and/or authority.

**VIII. HISTORICALLY UNDERUTILIZED BUSINESSES**

Pursuant to General Statute 143-48 and Executive Order #150, Asheville City Schools invites and encourages participation in this procurement process by businesses owned by minorities, women, disabled, disabled business enterprises and non-profit work centers for the blind and severely disabled.

**IX. SUBMITTAL OF BIDS**

All bids must be submitted using the Bid Form included in this solicitation and must be submitted to Chris Pohlman, Asheville City Schools Purchasing Clerk.

Each Bidder is required to prepare their proposals in a sealed package. Bid packages shall include one (1) original proposal, three (3) copies, and one (1) digital copy. The digital copy should be on a flash drive or disk of some kind and included with the Bid package. Submissions will not be accepted via email. Bid packages shall be fully sealed and addressed to the following address:

Asheville City Schools  
c/o Chris Pohlman  
Attn: 148-IT-023  
85 Mountain St  
Asheville, NC 28801

Fully sealed Bids must be clearly labeled with 148-IT-023.

Please note that it is the responsibility of the bidder, regardless of the approved method of delivery the bidder chooses, to ensure that the bid is received on time. Late bids will not be accepted. Bids submitted without the Bid Form included in this solicitation will be considered non-responsive. ACS assumes no responsibility for the delivery of any solicitation, addendum, solicitation response, or any other such correspondence by the US Postal Service, or similar delivery service providers.

ACS will not consider any faxed or emailed proposals related to this RFP.

**X. TERMINATION:**

Asheville City Schools may terminate any contract resulting from this solicitation with 30 days' notice in writing to the Contractor. If the contract is terminated by Asheville City Schools as provided herein, the Contractor shall be paid for services satisfactorily completed, less payment or compensation previously made.

## **XI. INDEMNITY**

The Contractor will indemnify and save harmless Asheville City Schools, its Board members, officers, employees, and agents, from and against any and all claims, causes of action, damages, losses, costs, attorneys' fees, and liability to the extent resulting from a willful or negligent act or omission of the Contractor, its officers, agents, and employees in the performance of this Contract.

## **XII. INSURANCE**

If awarded a contract, the Bidder will provide a Certificate of Liability Insurance naming the District as additional insured. The issuing insurer must provide 30 days written notice to the District of the expiration of the insurance. As a minimum, the Contractor shall provide and maintain the following coverage and limits:

- General Liability coverage on an occurrence basis, insuring against any and all claims related to this agreement and to the limits of these policies, in the minimum amount of \$1,000,000.00 Combined Single Limit. The certificate must state "no exclusion for sexual misconduct."
- Workers' Compensation Insurance, including Employer's Liability with statutory limits.

Providing and maintaining adequate insurance coverage is a material obligation of the contractor and is of the essence of this contract. All such insurance shall meet all laws of the State of North Carolina. Such insurance coverage shall be obtained from companies that are authorized to provide such coverage and that are authorized by the Commissioner of Insurance to do business in North Carolina. The Contractor shall at all times comply with the terms of such insurance policies, and all requirements of the insurer under any such insurance policies, except as they may conflict with existing North Carolina laws or this contract. The limits of coverage under each insurance policy maintained by the contractor shall not be interpreted as limiting the contractor's liability and obligations under the contract.

To the extent permitted by law, all or any part of any required insurance coverages may be provided under a plan or plans of self-insurance. The coverages may be provided by the Contractor's parent corporation.

## **XIII. NONDISCRIMINATION**

The Contractor shall not discriminate against any person because of race, sex, age, creed, color, religion or national origin.

## **XIV. PERFORMANCE AND DEFAULT**

If, through any cause, the Contractor shall fail to fulfill in timely and proper manner the obligations under this agreement, ACS shall thereupon have the right to terminate this contract by giving written notice to the Contractor and specifying the effective date thereof. In that event, all finished or unfinished deliverable items under this contract prepared by the Contractor shall, at the option of ACS, become its property, and the Contractor shall be entitled to receive just and equitable compensation for any satisfactory work completed on such materials.

In case of default by the Contractor, ACS may procure the services from other sources and hold the Contractor responsible for any excess cost occasioned thereby. Upon the entering of a judgment of bankruptcy of insolvency by or against the Contractor, ACS may terminate this contract for cause.

Neither party shall be deemed to be in default of its obligations hereunder if and so long as it is prevented from performing such obligations by any act of war, hostile foreign action, nuclear explosion, riot, strikes, civil insurrection, earthquake, hurricane, tornado, or other catastrophic natural event or act of God.

## **XV. GENERAL PROVISIONS**

Asheville City Schools Procurement Code and Regulations govern and supersede any and all documents, bids and policies, whether stated or implied.

### **a. Commitment**

This solicitation does not commit ACS to award a contract, to pay any costs incurred in the preparation of the bid or to procure any good or service. An award will be made to the Bidder whose bid, in the opinion of ACS, best meets the requirements of this solicitation and the objectives of ACS.

### **b. District or School Regulations**

The Bidder and its representatives shall follow all applicable regulations while on District property, including the No Smoking, no weapons, and drug-free policies. No work shall interfere with school activities or environments unless an authorized employee for that location gives permission. Vendor(s) and its representatives must have a clean background check to come on school property.

### **c. Drug-free Workplace**

By signing and submitting a bid, a Bidder is certifying that it will comply with all requirements of the North Carolina Drug-Free Workplace Act.

### **d. Jessica Lunsford Act**

Under provisions set forth in the Jessica Lunsford Act under North Carolina law, Bidder affirms that neither itself nor any employee or agent of Bidder is listed as a sex offender on the NC Sex Offender and Public Protection Registration Program, the Sexually Violent Predator Registration Program, and/or the National Sex Offender Registry.

### **e. Addenda**

Addenda may be issued prior to the RFP submittal date and time for the purpose of modifying or interpreting the bid instructions through additions, deletions, clarifications, or corrections. Addenda shall be forwarded to all potential Bidders who are known by ACS to have received a complete copy of the original RFP. No addenda shall be issued later than three (3) days prior to the RFP submittal date except to withdraw or postpone the RFP. The Purchasing Agent shall not be legally bound by any amendment or interpretation that is not in writing.

f. **Equal Opportunity**

Bidder agrees not to refuse to hire, discharge, promote, demote, or to otherwise discriminate in matters of compensation against any person otherwise qualified solely because of race, creed, sex, national origin, ancestry or physical handicap.

g. **Authorization and Acceptance**

The bid must be signed by an authorized individual who may bind the Bidder to provide the products and services contained in this RFP. All bids received in response to this RFP shall be considered valid for a minimum of sixty (60) days from the bid due date.

ACS or any of its representatives shall not be held responsible for any expenses incurred in the preparation or subsequent presentation of the vendor's response to this solicitation.

h. **Bid Clarifications**

ACS reserves the right, at any time after opening and prior to award, to request clarifications from any Bidder, to address technical questions, or to seek or provide other information regarding the Bidder's bid. Such a process may be used for such purposes as providing an opportunity for the Bidder to clarify the bid in order to assure mutual understanding and/or aid in determinations of responsiveness or responsibility.

i. **Confidentiality**

Ownership of all data, material and documentation originated and prepared pursuant to the RFP shall belong exclusively to ACS and be subject to public inspection in accordance with the Freedom of Information Act. However, commercial and/or financial information which is confidential or privileged included in bids will not be disclosed if such information has been identified by the firm as confidential. All firms who wish to have selected information in their bids remain confidential must visibly mark as "Confidential" each part of the bid they consider to contain proprietary information.

j. **Quality of Product**

Unless otherwise indicated in this bid it is understood and agreed that any item offered or shipped on this bid shall be new and in first class condition.

k. **Bidder's Qualifications**

All Bidders must be able to meet and/or exceed all of the qualifications listed in this solicitation. Any Bidder who does not meet the qualifications and/or fails to include any of the information requested in the Bid package, may be determined non-responsive.

l. **Bid Constitutes Offer**

By submitting a bid, the Bidder agrees to be governed by the terms and conditions as set forth in this document. Any bid containing variations from the terms and conditions set forth herein may, at the sole

discretion of ACS, render such bid non-responsive. Any inconsistencies between the RFP and any other contractual instrument shall be governed by the terms and conditions of this RFP, except where subsequent amendments to any contract resulting from this RFP award are specifically agreed to in writing by both parties to supersede any such provisions of this RFP.

m. **Contractor Responsibility**

The Contractor alone will be held solely responsible to ACS for performance of all Contractor obligations under any contract resulting from their bid.

n. **Correction of Errors on the Bid Form**

All prices and notations should be printed in ink or typewritten. Errors should be crossed out, corrections entered and initialed by the person signing the bid. Erasures or use of typewriter correction fluid may be cause for rejection. No bid shall be altered or amended after the specified time for opening.

o. **Debarment**

Bidder affirms that itself and/or any of its Principals are neither debarred, per State website at <http://ncadmin.nc.gov/government-agencies/procurement/contracts/debarred-vendors>, nor debarred per Federal Excluded Parties List at [www.sam.gov/portal/public/SAM](http://www.sam.gov/portal/public/SAM), nor listed on the Final Divestment List and Parent and Subsidiary List, which was created by the NC State Treasurer pursuant to N.C.G.S. 147-86.58, Iran Divestment Act, and which is located at <https://www.nctreasurer.com/inside-the-department/OpenGovernment/Pages/Iran-Divestment-Act-Resources.aspx>. Bidder further affirms that itself and/or any of its Principals are neither suspended, proposed for debarment, declared ineligible, or voluntarily excluded from entering into this Agreement by any federal agency or by any department, agency or political subdivision of the State. 'Principals', for the purposes of this certification, means officers; directors; owners; partners; and persons having primary management or supervisory responsibilities within a business entity (examples: general manager; plant manager; head of a subsidiary, division, or business segment; and similar positions).

p. **Non-Appropriations**

Any contract entered into by ACS or its departments, employees, or agents resulting from this RFP shall be subject to cancellation without damages or further obligation when funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal period or appropriated year.

q. **Approval of Publicity Release**

The Contractor shall not have the right to include ACS's name in its published list of customers, without prior approval of ACS. The Contractor agrees not to publish or cite in any form any comments or quotes from ACS staff. Contractor further agrees not to refer the award of this contract in commercial advertising in such a manner as to state or imply the products or services provided are endorsed or preferred by ACS.

r. **Rejection/Cancellation**

ACS reserves the right to accept or reject, in part or in entirety, any or all bids; to negotiate with all qualified Bidders; and to cancel in part or in entirety this solicitation if it is in the best interest of ACS. Further, ACS reserves the right to waive any or all informalities or technicalities in order to serve the best interest of ACS.

s. **Unlawful Acts**

ACS interprets a signed bid as signifying that the accompanying bid is not the result of, or affected by, any unlawful act of collusion with any other person or company engaged in the same line of business or commerce or any other fraudulent act punishable under the state of North Carolina or United States law.

t. **Subcontracting**

If any part of the work covered by this RFP is to be subcontracted, the contractor shall identify the subcontracting organization and the contractual arrangements made therewith. All subcontractors must be approved by ACS. The successful Bidder will also furnish the corporate or company name and the names of the Bidders of any subcontractors engaged by the Bidders. If at the time of the bid, it is the intent of the Bidder to subcontract any part of the work, the area(s) to be subcontracted should be detailed in the bid. The subcontractor qualifications to perform must be submitted.

u. **Withdrawal of Bid Response**

A bid response cannot be withdrawn after it has been filed unless the respondent makes a written request to the Purchasing Agent prior to the bid due date and time shown on this solicitation. If ACS has not accepted the bid or awarded a contract within thirty (30) days after the bid due date, the Bidder must inform ACS, in writing, that they do not wish for their response to continue to be considered.

**XVI. SPECIFICATIONS DEVIATIONS**

Any deviation from the minimum specifications within this solicitation must be noted in detail and submitted in writing on the Bid Form.

**XVII. TRANSFERABILITY OF CONTRACT**

Other than by operation of law, no assignment of the Contract or any right accruing under this Contract shall be made in whole or in part by the Contractor without the express written consent of Asheville City Schools, which consent shall not be unreasonably withheld; however, in the event of an assignment, the assignee shall assume the liability of the Contractor.

# ADDENDUM #1

#148-IT-023

**PROJECT:** Classroom and School Interactive Displays, et al.

The solicitation named above is modified as set forth in this Addendum. The original RFP Documents and any previously issued addenda remain in full force and effect, except as modified by this Addendum, which is hereby made part of the RFP. Bidder shall take this Addendum into consideration when preparing and submitting its Proposal.

This Addendum #1 to the RFP# 148-IT-023 addresses questions received from one or more bidders.

## QUESTIONS from Realistic Computing, Inc – ANSWERS are in bold, red font:

1. The bid indicates costs per instance per type is this the total Configuration Type or for example: 1 of the (estimated) 37 - 75" interactive touch display, cart mounted or cost of all (estimated) 37. **We are looking for the cost for 1 unit of the configuration type, give the approximate quantity so you can include the appropriate volume pricing.**
2. Is it anticipated that all the orders and installations would mostly be the same time or are there more custom schedules per school anticipated? **We anticipate orders and installation will occur at the same time.**
3. Can you define what is considered "swing shift" to ACS as indicated on page 7 under installation service. **This is negotiable. We want a clear understanding of the work hours for installers, and if your pricing is based on specific work hours.**
4. Is there an installation time preference? Are you open to after school hours and/or weekends or professional days or closed days? **8 am to 4 pm, Monday to Friday is preferred, with weekends optional. Optional days and work days listed on our calendar are allowable for installation; Holidays are optional.**
5. Does ACS require disposal offsite or disposal in school dumpsters acceptable? **Disposal offsite is required.**
6. Is there a universal/standard suite of educational applications in use? **We use Google Workspace with Chromebooks for students, mix of Windows and ChromeOS for staff. Top level apps include Classlink, Canvas, Google Classroom, and Seesaw.**
7. Based on the 45-day anticipated order, we would start installation week of Holiday for ACS. Would this be an acceptable installation start for ACS? **The 45 days from submission deadline is an approximation. We are seeking information regarding the time lapse we can expect between issuing a PO and the start of installation. We would prefer NOT to begin installation between December 1 and January 2.**

## QUESTIONS from OneScreen Solutions – ANSWERS are in bold, red font:

1. What brand and model of IFPs do you currently have? **We have a mixture: ClearTouch, Smart, and Promethean are the predominant brands. The Smart and Promethean are older "projector + board" type.**

2. What are your input/output port requirements for non-touch displays? **This is listed in section IV of the Bid Specifications, the bullets under “At minimum, all displays must meet the following specifications...”**
3. In Mirrored Display room 1:2, what is the distance of each 55” display to 75”? **The IFP will be cart mounted, so distance varies, up to 60 feet in some instances.**
4. In the Mirror Display rooms, do you prefer displays to mirror through HDMI or wirelessly? **Wireless is preferred.**

**QUESTIONS from Encore Technology Group – ANSWERS are in bold, red font:**

1. Is this the address for the prebid: 85 Mountain St, Asheville, NC 28801? **Correct. Asheville City Schools, 85 Mountain St, Asheville, NC 28801.**

## **ADDENDUM #2**

**#148-IT-023**

**PROJECT:**                    **Classroom and School Interactive Displays, et al.**

The solicitation named above is modified as set forth in this Addendum. The original RFP Documents and any previously issued addenda remain in full force and effect, except as modified by this Addendum, which is hereby made part of the RFP. Bidder shall take this Addendum into consideration when preparing and submitting its Proposal.

This Addendum #2 to the RFP# 148-IT-023 adds additional information.

### **FUNDING**

Funding for this project is coming, at least partially, from federal grant funds. All federal procurement policies will apply.

### **HISTORICALLY UNDERUTILIZED BUSINESSES**

Pursuant to 2 CFR 200.321, affirmative steps are required to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible. The bidder shall identify on its bid proposal the minority business participation it will use on the project (Identification of Minority Business Participation) form and shall include either Affidavit A or Affidavit B as applicable. Forms and instructions are included within this Addendum #2. Failure to complete these forms is grounds for rejection of the bid.

### **[ATTACHMENT A]**

Identification of HUB Certified/Minority Business Participation

Affidavit A—Listing of Good Faith Efforts

Affidavit B—Intent to Perform Contract with Own Workforce



# State of North Carolina AFFIDAVIT A – Listing of Good Faith Efforts

County of \_\_\_\_\_

(Name of Bidder)

Affidavit of \_\_\_\_\_

I have made a good faith effort to comply under the following areas checked:

## **Bidders must earn at least 50 points from the good faith efforts listed for their bid to be considered responsive.** (1 NC Administrative Code 30 I.0101)

- 1 – (10 pts)** Contacted minority businesses that reasonably could have been expected to submit a quote and that were known to the contractor, or available on State or local government maintained lists, at least 10 days before the bid date and notified them of the nature and scope of the work to be performed.
- 2 --(10 pts)** Made the construction plans, specifications and requirements available for review by prospective minority businesses, or providing these documents to them at least 10 days before the bids are due.
- 3 – (15 pts)** Broken down or combined elements of work into economically feasible units to facilitate minority participation.
- 4 – (10 pts)** Worked with minority trade, community, or contractor organizations identified by the Office of Historically Underutilized Businesses and included in the bid documents that provide assistance in recruitment of minority businesses.
- 5 – (10 pts)** Attended prebid meetings scheduled by the public owner.
- 6 – (20 pts)** Provided assistance in getting required bonding or insurance or provided alternatives to bonding or insurance for subcontractors.
- 7 – (15 pts)** Negotiated in good faith with interested minority businesses and did not reject them as unqualified without sound reasons based on their capabilities. Any rejection of a minority business based on lack of qualification should have the reasons documented in writing.
- 8 – (25 pts)** Provided assistance to an otherwise qualified minority business in need of equipment, loan capital, lines of credit, or joint pay agreements to secure loans, supplies, or letters of credit, including waiving credit that is ordinarily required. Assisted minority businesses in obtaining the same unit pricing with the bidder's suppliers in order to help minority businesses in establishing credit.
- 9 – (20 pts)** Negotiated joint venture and partnership arrangements with minority businesses in order to increase opportunities for minority business participation on a public construction or repair project when possible.
- 10 - (20 pts)** Provided quick pay agreements and policies to enable minority contractors and suppliers to meet cash-flow demands.

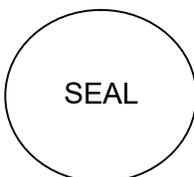
The undersigned, if apparent low bidder, will enter into a formal agreement with the firms listed in the Identification of Minority Business Participation schedule conditional upon scope of contract to be executed with the Owner. Substitution of contractors must be in accordance with GS143-128.2(d) Failure to abide by this statutory provision will constitute a breach of the contract.

The undersigned hereby certifies that he or she has read the terms of the minority business commitment and is authorized to bind the bidder to the commitment herein set forth.

Date: \_\_\_\_\_ Name of Authorized Officer: \_\_\_\_\_

Signature: \_\_\_\_\_

Title: \_\_\_\_\_



State of \_\_\_\_\_, County of \_\_\_\_\_

Subscribed and sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_

Notary Public \_\_\_\_\_

My commission expires \_\_\_\_\_

**State of North Carolina --AFFIDAVIT B-- Intent to Perform Contract with Own Workforce.**

County of \_\_\_\_\_

Affidavit of \_\_\_\_\_

(Name of Bidder)

I hereby certify that it is our intent to perform 100% of the work required for the \_\_\_\_\_

\_\_\_\_\_ contract.

(Name of Project)

In making this certification, the Bidder states that the Bidder does not customarily subcontract elements of this type project, and normally performs and has the capability to perform and will perform all elements of the work on this project with his/her own current work forces; and

The Bidder agrees to provide any additional information or documentation requested by the owner in support of the above statement. The Bidder agrees to make a Good Faith Effort to utilize minority suppliers where possible.

The undersigned hereby certifies that he or she has read this certification and is authorized to bind the Bidder to the commitments herein contained.

Date: \_\_\_\_\_ Name of Authorized Officer: \_\_\_\_\_

Signature: \_\_\_\_\_

Title: \_\_\_\_\_



State of \_\_\_\_\_, County of \_\_\_\_\_

Subscribed and sworn to before me this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_

Notary Public \_\_\_\_\_

My commission expires \_\_\_\_\_

**ADDENDUM #3**

**#148-IT-023**

**PROJECT: Classroom and School Interactive Displays, et al.**

The solicitation named above is modified as set forth in this Addendum. The original RFP Documents and any previously issued addenda remain in full force and effect, except as modified by this Addendum, which is hereby made part of the RFP. Bidders shall take this Addendum into consideration when preparing and submitting its Proposal.

This Addendum #3 to the RFP# 148-IT-023 contains the following additions, clarifications and/or changes:

- Update to the deadline for bids and the public Bid Opening, which will now be Thursday, November 10, 2022 at 2:00pm at Asheville City Schools.
- Adds E-Verify compliance requirements.
- Updates the quantities of each configuration type.
- Adds notes taken at the Required Pre-Bid Meeting on 10/26/2022, including vendors in attendance, lists the school sites that were visited, and questions and answers that were addressed.
- Adds additional answers to questions received from various bidders.
- Adds Display Refresh Detail, which includes additional information, including location, wall type, and equipment to be removed, as Attachment B to this RFP# 148-IT-023.
- Adds an updated Bid Form reflecting the updated quantities, as Attachment C to this RFP# 148-IT-023.

**BIDS DEADLINE AND PUBLIC BID OPENING**

The deadline for bids and public Bid Opening is hereby updated to Thursday, November 10, 2022 at 2:00pm. The location remains Asheville City Schools, 85 Mountain St, Asheville, NC 28801. Attendance by Bidders at the Bid Opening remains optional.

**Original Deadline and Public Bid Opening as posted: November 7, 2022 at 2:00pm**

**Modified Deadline and Public Bid Opening per Addendum: November 10, 2022 at 2:00pm**

**E-VERIFY**

As required by N.C.G.S. § 143-133.3, the awarded bidder certifies that it verifies the work authorization of each of its employees under the requirements of N.C.G.S. Article 2 of Chapter 64 (“E-Verify”). If the awarded bidder utilizes a subcontractor of any tier, the awarded bidder shall require all subcontractor(s) of any tier to comply with E-Verify requirements.

**UPDATED QUANTITIES**

The Approximate Quantities have changed:

<b>Configuration Type</b>	<b>Original Approximate Quantity</b>	<b>Updated Approximate Quantity</b>
75 inch Interactive touch display, cart mounted	37	34
75 inch Interactive touch display, wall mounted	114	118
75 inch non-touch display, cart mounted	40	41
75 inch non-touch display, wall mounted	22	18
55 inch non-touch display, wall mounted	3	3
Mirrored Display room 1:2, (1) 75 inch interactive touch display, cart mounted with image mirror to (2) 55 inch non-touch display, wall mounted	9*	7*
Mirrored Display room 1:2, (1) 75 inch interactive touch display, wall mounted with image mirror to (2) 55 inch non-touch display, wall mounted	N/A	2*
Mirrored Display room 1:1, (1) 75 inch interactive touch display, cart mounted with image mirror to (1) 55 inch non-touch display, wall mounted	1*	1*
Mirrored Display laptop:1, (2) 55 inch non-touch displayed wirelessly mirrored from laptop (windows or chromeOS)	1*	1*
55 inch non-touch display, articulating wall mount, hallway digital signage	18	23
55 inch interactive touch display on a convertible cart (tabletop to vertical)	2	2
75 inch interactive touch display, mounted on slider tracks (multiple layers on tracks to allow overlap with dry erase type surface)	2	2

\*each instance above listed with an asterisk (\*) should include the interactive display and/or mirrored displays as these are not included elsewhere in the chart. Think of this as the cost for an interactive display on a cart that is mirrored to displays in the same room, all-inclusive.

**SITES VISITED DURING PRE-BID MEETING ON 10/26/2022:**

The following sites were visited during the Pre-Bid Meeting on 10/26/2022

- Starting location: Asheville City Schools, 85 Mountain St, Asheville, NC 28801.

- School site visit in order to view “mirrored display” installation at Asheville High School, 419 McDowell St, Asheville, NC 28803 (told to meet on sidewalk by the SILSA entrance).
- School site visit in order to view “slider track” installation at Montford North Star Academy, 90 Montford Ave, Asheville, NC 28801 (told to meet in parking lot).

**ATTENDANCE AT PRE-BID MEETING ON 10/26/2022:**

The following Bidders were represented at the Pre-Bid Meeting on 10/26/2022

- Mike Muirhead – NextWaveTek
- Sequoia Ramsey – Realistic Computing
- Darryl Dutcher – Bluum USA
- Michael Walters – Encore Technology Group
- Tracye Mathis – Arey Jones Educational Services
- Lawson Patty – Camcor
- Becca Patten – Parmetech
- Michael Robinson – Sharp
- Alex Walker and Keith Anderson – KAG1

**QUESTIONS AND ANSWERS FROM PRE-BID MEETING ON 10/26/2022. ANSWERS are in bold, red font:**

1. What is the due date for proposals? **Original due date was Monday, November 7, 2022 at 2:00pm. The updated due date per this Addendum is Thursday November 10, 2022 at 2:00pm.**
2. When are questions allowed? **Questions will be accepted until 9:00am on Monday, November 7, 2022. No questions may be addressed after 9:00am on this date.**
3. When is the latest that an addendum may be issued? **Addenda may be issued until Wednesday, November 7, 2022 at 2:00pm. No addenda shall be issued later than 2:00pm on this day except to withdraw or postpone the RFP.**
4. Will this be via eProcurement? **No, that is not our intention.**
5. Who should we send questions to? **As stated in the bid document, Chris Pohlman and Matt Whiteside, depending on your question.**
6. What is the target installation start date? **Pending Board approval and other factors, we hope to start in mid-January.**
7. Can a dumpster be located at each school for disposal? **Yes. The cost and procurement is the responsibility of the awarded bidder.**
8. What staging location is available? **We have an empty school building that will serve as a staging site. The street address is 441 Haywood Rd, Asheville, NC 28806. Deliveries can be accepted by ACS only with 24 hours’ notice. No loading dock is available. ACS will accept responsibility for materials upon delivery. Building access will be provided to vendors.**
9. Which schools are included? **This RFP is for the following schools:**
  - **Asheville High School and SILSA – 419 McDowell St, Asheville, NC 28803**

- Asheville Middle School – 211 South French Broad Ave, Asheville, NC 28801
- Montford North Star Academy – 90 Montford Ave, Asheville, NC 28801
- Ira B. Jones Elementary School – 544 Kimberly Ave, Asheville, NC 28804
- Claxton Elementary School – 241 Merrimon Ave, Asheville, NC 28801
- Lucy S. Herring Elementary School – 98 Sulphur Springs Rd, Asheville, NC 28806
- Hall Fletcher Elementary School – 60 Ridgelawn Rd, Asheville, NC 28806

10. How do we show the cost of legacy equipment removal and disposal? Please use the “Other Costs” section located on the Bid Form. A list of any miscellaneous fees must be listed in the “Other Costs” section if it doesn’t fit anywhere else on the Bid Form. Please note the “equipment to remove” column on Attachment B.
11. Do you want detailed labor and equipment cost in the response? This is not required. We are providing attachment B, which has additional information and will become helpful in determining the cost per room. The only requirement for the equipment and install cost is the Price per Instance listed on the Bid Form.
12. Who is responsible for processing fixed asset inventory? ACS will be responsible for this.
13. Who provides electrical services? ACS will provide this.
14. Is wireless or wired (HDMI) screen mirroring preferred? Wireless is preferred.
15. Are data connection pathways; conduit, raceway, etc. required for wall mount panels? No, the school district will take care of pathways. The vendor shall provide audio, video and data cables to connect the panel to a windows device.
16. What time of day do you need installation to occur? The district is able to accommodate normal business hours, late hours, or swing shifts. Please specify the hours your installers will work. Project management provided by the vendor needs to include daily room schedules so classes can relocate as needed.
17. How are systems to be onboarded during installation? Vendor will communicate with school district technical staff to join devices to wireless networks and address management system configuration. Vendor should test each panel using vendor’s laptop if a computer is not available in the classroom.
18. What is the deadline for completion? There is no established deadline.
19. What height do you want for the convertible stands? Low, these are for elementary students.
20. Are replacement ceiling tiles required? Ceiling tiles showing holes where the legacy projectors were removed shall be repaired by ACS. Ceiling tiles are not included in the Bid. Any tiles that are damaged by the vendor, however, should be replaced by the vendor.

**QUESTIONS FROM OneSource Solutions on 10/25/2022. ANSWERS are in red font:**

1. Please elaborate on the requirements for 1 x 3.5 mm audio input in the non-touch units. What is the intended use case? Audio source for microphone for a zoom or google meet, possible source for

audio playback. This may only be relevant for non-touch units that have an OS with such capabilities. This is not a hard requirement.

2. What are your expectations from "Basic digital signage functions"? This is intentionally left undefined to allow a broad range of response. Tell us what you offer.

**QUESTION FROM Parmetech on 10/27/2022. ANSWERS are in red font:**

1. My company will not be doing 100% of the work, so Affidavit B does not apply to us. However, my company is a nationally certified WBE (WBENC certified). Since we ourselves tick the box for minority participation, how should we fill out Identification of HUB Certified/ Minority Business Participation and State of North Carolina AFFIDAVIT A – Listing of Good Faith Efforts? MBE/WBE bidders will have the same good faith effort requirements as all bidders. If Affidavit B does not apply, then you would complete Affidavit A with your good faith efforts for your subcontracted work. You are not required to subcontract to another MBE/WBE, though good faith efforts are required.
2. I know you are working on getting an addendum out addressing all of the questions around install that came up during the bid meeting that will hopefully be ready by the beginning of next week. I had a meeting yesterday with one of our potential partners for the installation portion of the project. While we can certainly quote the project based on the current information given in the original bid document and have our proposal submitted by the original deadline, the additional information will help us to give you the best pricing possible. Given your timeline for this project for beginning installs mid-January, would it be possible to extend the bid due date deadline to the end of the week of the 7th (i.e. Thursday 11/10 or Friday 11/11)? We have decided to extend the deadline to Thursday, November 10, 2022 at 2:00pm.

**QUESTION FROM Realistic Computing on 10/28/2022. ANSWERS are in red font:**

1. We are a Minority company submitting a response to 148-IT-023 - Classroom and School Interactive Displays. Are we able to use our company to complete the Identification of HUB Certified/ Minority Business Participation form? MBE/WBE bidders will have the same good faith effort requirements as all bidders. Affidavit A and Affidavit B are referring to any subcontractors that you may or may not have. You should not list your own company as a subcontractor. You are not required to subcontract to another MBE/WBE, though good faith efforts are required.

**QUESTION FROM Camcor on 10/28/2022. ANSWERS are in red font:**

1. In reference to Addendum 2 posted for the Classroom and School Interactive Displays request for proposal, If we perform all work with our own employees, do we still have to fill out Affidavit A? Bidders must complete either Affidavit A or Affidavit B, but not both. If you intend to perform contract with your own workforce, then you would complete Affidavit B.

**QUESTION FROM KAG1 on 10/31/2022. ANSWERS are in red font:**

1. This email is sent with a follow-up question to the walk-thru survey we conducted last Wednesday, Oct. 26. One of the things that was discussed in the Q&A session was the issue of disposing current equipment. The possibility of placing a dumpster on one of your premises was talked about and we looked into that today. In discussions with a local company (Budget Dumpster), we learned that

they are not allowed to dispose of electronics and instructed us to contact the local government to see if they had a dump site that could be used for this equipment. We are therefore posing you with this question. Can you provide any insight into this issue? Your reply would be appreciated as soon as time permits you to get it back to us, considering all bids are due in seven (7) days. Or are you considering pushing back the due date in order to get the amendment out? **Answer. Electronics must be disposed of properly per all state and local guidelines. The information found at <https://ncadmin.nc.gov/documents/statetermcontracts/stc7612b/7612b-recycling-services-electronic-equipment> may be of interest. Appropriate waste disposal, including electronics disposal, is a service the district is seeking in this RFP. Any costs associated with disposal should be included in the "other costs" section of the bid form.**

**[ATTACHMENT B]**

Display Refresh Details (PDF)

An Excel (XLSX) version is also available at the following link:

<https://www.ashevillecityschools.net/site/handlers/filedownload.ashx?moduleinstanceid=8953&dataid=15564&FileName=148-IT-023%20Attachment%20B%20Display%20Refresh%20Details%20spreadsheet.xlsx>

School	Room #	non	size	install	Location detail	wall type	equipment to remove	materials cost	install cost	cost
AHS SILSA	100	Touch	75 cart and (2) 55	Mirrored	81" from floor, 1 on each side of whiteboard	plaster	p,m,s			
AHS SILSA	101	Touch	75 cart and (2) 55	Mirrored	left side of room, closest to front of room. 1 60" from	plaster	p,m,s			
AHS SILSA	104	Touch	75 cart and (2) 55	Mirrored	88" from floor, centered on whiteboards	plaster	p,m,sb			
AHS SILSA	200	Touch	75 cart and (2) 55	Mirrored	and whiteboard	plaster	p,m,s			
AHS SILSA	201	Touch	75 cart and (2) 55	Mirrored	room (left of door, high)	plaster	p,m,s			
AHS SILSA	203	Touch	75 cart and (2) 55	Mirrored	cabinets	plaster	p,m,s			
AHS SILSA	300	Touch	75 wall and (2) 55	Mirrored	side of whiteboard, high	plaster	p,m,s			
AHS SILSA	301	Touch	75 wall and (2) 55	Mirrored	side of whiteboard, high	plaster	p,m,s			
AHS SILSA	304	Touch	75 cart and (2) 55	Mirrored	above white cabinet, left of right door, high	plaster	p,m,s			
AHS SILSA	103	Touch	75 cart and (1) 55	Mirrored	right side of room, left of sink, high	plaster	p,m,s			
AHS SILSA	108	Non-Touch	75	Wall	87" from floor, centered on wall	plaster	p,m,s			
AHS SILSA	110	Non-Touch	75	Wall	center on speakers, above whiteboard	plaster	p,m,s			
AHS SILSA	112	Non-Touch	75	Cart			p,m,s			
AHS SILSA	114	Touch	75	Cart			p,m,sb			
AHS SILSA	115	Non-Touch	75	Wall	above whiteboard, left of center	plaster	p,m,s			
AHS SILSA	116	Touch	75	Wall	existing bumpout	plaster	p,m,sb			
AHS SILSA	117	Non-Touch	75	Wall	center on speakers, above whiteboard	plaster	p,m,s			
AHS SILSA	118	Non-Touch	75	Wall	center on speakers, above whiteboard	plaster	p,m,s			
AHS SILSA	119	Non-Touch	75	Wall	center on speakers, above whiteboard	plaster	p,m,s			
AHS SILSA	120	Non-Touch	75	Cart			p,m,s			
AHS SILSA	121	Non-Touch	75	Wall	center on wall, above whiteboard	plaster	p,m,s			
AHS SILSA	122	Non-Touch	75	Wall	center on wall, above whiteboard	plaster	p,m,s			
AHS SILSA	154	Touch	75	Cart			p,m,sb			
AHS SILSA	204	Non-Touch	75	Cart			p,m,s			
AHS SILSA	205	Non-Touch	75	Cart			p,m,s			
AHS SILSA	206	Non-Touch	75	Wall	85" from floor, centered on wall	plaster	p,m,s			
AHS SILSA	207	Non-Touch	75	Cart			p,m,s			
AHS SILSA	208	Non-Touch	75	Cart			p,m,s			
AHS SILSA	209	Non-Touch	75	Cart			p,m,s			
AHS SILSA	211	Non-Touch	75	Cart			p,m,sb			
AHS SILSA	214	Non-Touch	75	Cart			p,m,s			
AHS SILSA	216	Touch	75	Wall	center on whiteboard	plaster	p,m,s			
AHS SILSA	217	Non-Touch	75	Cart			p,m,s			
AHS SILSA	218	Non-Touch	75	Cart			p,m,s			
AHS SILSA	219	Touch	75	Cart			p,m,s			
AHS SILSA	220	Touch	75	Cart			p,m,s			
AHS SILSA	221	Touch	75	Cart			p,m,s			
AHS SILSA	303	Touch	75	Wall	middle window	plaster	p,m,s			
AHS SILSA	305	Non-Touch	75	Cart			p,m,s			
AHS SILSA	306	Touch	75	Cart			p,m,s			
AHS SILSA	307	Non-Touch	75	Cart			p,m,s			
AHS SILSA	309	Touch	75	Cart			p,m,s			
AHS SILSA	310	Non-Touch	75	Wall	center on wall above corkboard	plaster	p,m,s,sb			
AHS SILSA	311	Non-Touch	75	Wall	center on whiteboard seem, above whiteboard	plaster	p,m			
AHS SILSA	313	Touch	75	Cart			p,m,s			
AHS SILSA	314	Non-Touch	75	Wall	center between speakers, above whiteboard	plaster	p,m,s			
AHS SILSA	316	Non-Touch	75	Wall	center between speakers, above whiteboard	plaster	p,m,s			
AHS SILSA	400	Touch	75	Cart			p,m,s			
AHS SILSA	401	Non-Touch	75	Cart			p,m,s			
AHS SILSA	500	Non-Touch	75	Cart			p,m,s			
AHS SILSA	501	Non-Touch	75	Cart			p,m,s			
AHS SILSA	502	Non-Touch	75	Cart			p,m,s			
AHS SILSA	523	Non-Touch	75	Cart			p,m,s			

School	Room #	non	size	install	Location detail	wall type	equipment to remove	materials cost	install cost	cost
AHS SILSA	524	Non-Touch	75	Cart			p,m,s			
AHS SILSA	526	Non-Touch	75	Cart			p,m,s			
AHS SILSA	600	Non-Touch	75	Cart			p,m,sb			
AHS SILSA	601	Non-Touch	75	Cart			p,m,sb			
AHS SILSA	602	Non-Touch	75	Cart			p,m,sb			
AHS SILSA	603	Non-Touch	75	Cart			p,m,sb			
AHS SILSA	604	Touch	75	Cart			p,m,sb			
AHS SILSA	605	Touch	75	Cart			p,m,sb			
AHS SILSA	606	Touch	75	Cart			p,m,sb			
AHS SILSA	611	Touch	75	Cart			p,m,sb			
AHS SILSA	800	Non-Touch	75	Cart			p,m,sb			
AHS SILSA	810	Non-Touch	75	Cart			p,m,sb			
AHS SILSA	812	Non-Touch	75	Cart			p,m,sb			
AHS SILSA	814	Non-Touch	75	Cart			p,m,sb			
AHS SILSA	825	Non-Touch	75	Cart			p,m,sb			
AHS SILSA	827	Non-Touch	75	Wall	above sink, high	plaster	s			
AHS SILSA	828	Non-Touch	75	Cart			p, m, sb			
AHS SILSA	Bldg G 1	Non-Touch	75	Wall	tbd	drywall	none			
AHS SILSA	Bldg G 2	Non-Touch	75	Wall	tbd	drywall	none			
AHS SILSA	Bldg G 3	Non-Touch	75	Wall	tbd	drywall	none			
AHS SILSA	new MC	Non-Touch	75	Cart			none			
AHS SILSA	new MC	Non-Touch	75	Cart			none			
AHS SILSA	powerlab	Touch	75	Cart			p, m			
AMS	hallways	Non-Touch	55	Arm	TBD		none			
AMS	hallways	Non-Touch	55	Arm	TBD		none			
AMS	hallways	Non-Touch	55	Arm	TBD		none			
AMS	hallways	Non-Touch	55	Arm	TBD		none			
CLX	106	Non-Touch	75	Cart			p,m,s			
CLX	107	Touch	75	Wall	27" F, existing	drywall	p,m,sb			
CLX	113	Non-Touch	75	Cart			p,m,sb			
CLX	114	Non-Touch	75	Wall	30" F, center on whiteboard	drywall	p,m			
CLX	115	Non-Touch	75	Cart			p,m,s			
CLX	150	Touch	75	Wall	27" F, existing	block	p, m, sb			
CLX	152	Touch	75	Wall	27" F, existing	block	p, m, sb			
CLX	153	Touch	75	Wall	27" F, existing	block	p, m, sb			
CLX	155	Touch	75	Wall	27" F, existing	block	p, m, sb			
CLX	157	Touch	75	Wall	27" F, existing	block	p, m, sb			
CLX	158	Touch	75	Wall	27" F, existing	block	p, m, sb			
CLX	159	Touch	75	Wall	27" F, existing	block	p, m, sb			
CLX	160	Touch	75	Wall	27" F, existing	block	p, m, sb			
CLX	200	Touch	75	Wall	32" F, center on whiteboard	drywall	p, m			
CLX	201	Touch	75	Wall	32" F, center on whiteboard	drywall	p, m			
CLX	202	Touch	75	Wall	32" F, center on whiteboard	drywall	p, m			
CLX	203	Touch	75	Wall	32" F, center on whiteboard	drywall	p, m			
CLX	205	Touch	75	Wall	32" F, existing	drywall	p,m,sb			
CLX	207	Touch	75	Wall	32" F, existing	drywall	p,m,sb			
CLX	209	Touch	75	Wall	32" F, existing	drywall	p,m,sb			
CLX	211	Touch	75	Wall	32" F, existing	drywall	p,m,sb			
CLX	214	Touch	75	Wall	27" F, existing	drywall	p,m,sb			
CLX	300	Touch	75	Wall	32" F, center on right whiteboard	drywall	p,m			
CLX	301	Touch	75	Wall	32" F, center on whiteboard	drywall	none			
CLX	303	Touch	75	Wall	32" F, center on right whiteboard	drywall	p,m			
CLX	305	Touch	75	Wall	32" F, center on right whiteboard	drywall	p,m			

School	Room #	non	size	install	Location detail	wall type	equipment to remove	materials cost	install cost	cost
CLX	308	Non-Touch	75	Cart		drywall	p,m			
CLX	309	Touch	75	Wall	32" F, under speakers	drywall	p, m			
CLX	310	Touch	75	Wall	30" F, under speakers	drywall	p,m			
CLX	311	Touch	75	Wall	32" F, center on right whiteboard	drywall	p,m			
CLX	312	Touch	75	Wall	30" F, over existing whiteboard	drywall	p,m			
CLX	313	Touch	75	Wall	32" F, center between speakers	drywall	p,m			
CLX	Cafe entry	Non-Touch	55	Arm	7' F, center over CLX plaque	block	none			
CLX	k-1 entry	Non-Touch	55	Arm	TBD	block	none			
CLX	lobby	Non-Touch	55	Arm	up closer to ceiling, over identakid	block	none			
HFE	101	Touch	75	Wall	27" F, existing	block	p,m,pb			
HFE	102	Touch	75	Wall	27" F, existing	block	p,m,pb			
HFE	103	Touch	75	Wall	27" F, existing	block	p,m,pb			
HFE	104	Touch	75	Wall	27" F, existing	block	none			
HFE	105	Touch	75	Wall	27" F, existing	block	none			
HFE	106	Touch	75	Wall	27" F, existing	block	none			
HFE	107	Touch	75	Cart			p,m,sb			
HFE	112	Non-Touch	75	Cart			p, m, sb			
HFE	113	Non-Touch	75	Cart			do not remove			
HFE	118	Touch	75	Wall	27" F, center on speakers	block	p,m,sb			
HFE	119	Touch	75	Wall	27" F, center on speakers	block	p,m,sb			
HFE	120	Touch	75	Wall	27" F, center on speakers	block	p,m,sb			
HFE	201	Touch	75	Cart			p,m			
HFE	203	Touch	75	Cart			p,m,sb			
HFE	204	Touch	75	Cart			p,m,s			
HFE	206	Touch	75	Wall	40" F, centered on speakers	block	none			
HFE	207	Touch	75	Wall	40" F, centered on speakers	block	p,m,sb			
HFE	208	Touch	75	Wall	40" F, centered on speakers	block	none			
HFE	209	Touch	75	Wall	28 1/2" F, center on speakers	block	p,m,sb			
HFE	210	Touch	75	Wall	29 1/2" F, center on speakers	block	p,m,sb			
HFE	211	Touch	75	Wall	30 1/2" F, center on speakers	block	p,m,sb			
HFE	212	Touch	75	Wall	31 1/2" F, center on speakers	block	p,m,sb			
HFE	214	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
HFE	215	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
HFE	216	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
HFE	217	Touch	75	Cart			p,m,sb			
HFE	218	Touch	75	Cart			p,m,sb			
HFE	219	Touch	75	Cart			p,m,sb			
HFE	220	Touch	75	Cart			p,m			
HFE	221	Touch	75	Cart			p,m,sb			
HFE	hallways	Non-Touch	55	Arm	TBD		none			
HFE	hallways	Non-Touch	55	Arm	TBD		none			
HFE	hallways	Non-Touch	55	Arm	TBD		none			
HFE	hallways	Non-Touch	55	Arm	TBD		none			
HFE	M10	Non-Touch	75	Cart			none			
HFE	Media Center	Touch	75	Cart			p, m, sb			
JON	cafeteria	Non-Touch	(2) 55	mirrored	TBD		none			
JON	100	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	101	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	102	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	103	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	104	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	105	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	106	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			

School	Room #	non	size	install	Location detail	wall type	equipment to remove	materials cost	install cost	cost
JON	107	Touch	75	Wall	32" F, center on whiteboard	block	p,m,sb			
JON	108	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	109	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	110	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	111	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	112	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	113	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	114	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	115	Touch	75	Wall	30" F, center on speakers	block	p,m,sb			
JON	202	Non-Touch	55	Wall	tbd	drywall	none			
JON	204	Touch	75	Wall	30" F, on right with large whiteboard	block	none			
JON	300	Touch	75	Wall	28" F, center on speakers	block	p,m,sb			
JON	301	Touch	75	Wall	28" F, center on speakers	block	p,m,sb			
JON	302	Touch	75	Wall	28" F, center on speakers	block	p,m,sb			
JON	303	Touch	75	Wall	28" F, center on speakers	block	p,m,sb			
JON	304	Touch	75	Wall	28" F, center on speakers	block	p,m,sb			
JON	305	Touch	75	Wall	28" F, center on speakers	block	p,m,sb			
JON	306	Touch	75	Wall	28" F, center on speakers	block	p,m,sb			
JON	307	Touch	75	Wall	28" F, center on speakers	block	p,m,sb			
JON	308	Touch	75	Wall	28" F, center on speakers	block	p,m,sb			
JON	309	Touch	75	Wall	28" F, center on speakers	block	p,m,sb			
JON	400	Touch	75	Wall	23" F, center on speakers	block	p,m,sb			
JON	401	Touch	75	Wall	23" F, center on speakers	block	p,m,sb			
JON	402	Touch	75	Wall	23" F, center on speakers	block	p,m,sb			
JON	403	Touch	75	Wall	23" F, center on speakers	block	p,m,sb			
JON	404	Touch	75	Wall	23" F, center on speakers	block	p,m,sb			
JON	405	Touch	75	Wall	23" F, center on speakers	block	p,m,sb			
JON	406	Touch	75	Wall	23" F, center on speakers	block	p,m,sb			
JON	500	Touch	55	Convertible			p,m,sb			
JON	500A	Touch	55	Convertible			none			
JON	hallways	Non-Touch	55	Arm	TBD		none			
JON	hallways	Non-Touch	55	Arm	TBD		none			
JON	hallways	Non-Touch	55	Arm	TBD		none			
JON	hallways	Non-Touch	55	Arm	TBD		none			
LSH	103	Touch	75	Cart		block	p,m,sb			
LSH	106	Touch	75	Cart		block	p,m,sb			
LSH	109	Touch	75	Cart		block	p,m,sb			
LSH	112	Touch	75	Wall	24 1/2" F, center on speakers	block	p,m,sb			
LSH	126	Touch	75	Wall	24 1/2" F, center on speakers	block	p,m,sb			
LSH	129	Touch	75	Wall	24 1/2" F, center on speakers	block	p,m,sb			
LSH	130	Touch	75	Wall	30 1/2" F, center on speakers	block	p,m,sb			
LSH	142	Touch	75	Wall	30 1/2" F, center on speakers	block	p,m,sb			
LSH	180	Touch	75	Wall	30 1/2" F, center on speakers	block	p,m,sb			
LSH	229	Touch	75	Wall	whiteboard	block	p,m,sb			
LSH	230	Touch	75	Wall	whiteboard	block	p,m,sb			
LSH	239	Touch	75	Wall	whiteboard	block	p,m,sb			
LSH	242	Touch	75	Wall	whiteboard	block	p,m,sb			
LSH	245	Touch	75	Wall	whiteboard	block	p,m,sb			
LSH	248	Touch	75	Cart			p, m, sb			
LSH	262	Touch	75	Wall	center on speakers, line up with top of whiteboard	block	p,m,sb			
LSH	265	Touch	75	Wall	center on speakers, line up with top of whiteboard	block	p,m,sb			
LSH	268	Touch	75	Wall	center on speakers, line up with top of whiteboard	block	p,m,sb			
LSH	274	Touch	75	Wall	center on speakers, line up with top of whiteboard	block	p,m,sb			



(NOTE: THE BID FORM MUST BE FULLY EXECUTED AND RETURNED FOR CONSIDERATION)

**UPDATED BID FORM**

**#148-IT-023**

**\*\*this is the current Bid Form to be used, per Addendum #3 to this RFP**

**Classroom and School Interactive Displays, et al.**

**UPDATED DUE DATE: 11/10/2022 by 2:00PM**

Bidder: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/State/Zip: \_\_\_\_\_ Phone: \_\_\_\_\_  
Fed ID No: \_\_\_\_\_ MBE/HUB Status: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

Therefore, in compliance with this Request for Bids, and subject to all conditions herein, the undersigned offers and agrees, if this bid is accepted, to furnish the subject services for a cost not to exceed:

<b>Configuration Type</b>	<b>Approximate Quantity</b>	<b>Cost Per Instance</b>	<b>Time to install per instance</b>
75 inch Interactive touch display, cart mounted	34	\$	
75 inch Interactive touch display, wall mounted	118	\$	
75 inch non-touch display, cart mounted	41	\$	
75 inch non-touch display, wall mounted	18	\$	
55 inch non-touch display, wall mounted	3	\$	
Mirrored Display room 1:2, (1) 75 inch interactive touch display, cart mounted with image mirror to (2) 55 inch non-touch display, wall mounted	7*	\$	
Mirrored Display room 1:2, (1) 75 inch interactive touch display, wall mounted with image mirror to (2) 55 inch non-touch display, wall mounted	2*	\$	

**[BID FORM CONTINUED ON NEXT PAGE]**

**[BID FORM CONTINUED FROM PREVIOUS PAGE]**

<b>Configuration Type</b> (continued)	<b>Approximate Quantity</b>	<b>Cost Per Instance</b>	<b>Time to install per instance</b>
Mirrored Display room 1:1, (1) 75 inch interactive touch display, cart mounted with image mirror to (1) 55 inch non-touch display, wall mounted	1*	\$	
Mirrored Display laptop:1, (2) 55 inch non-touch displayed wirelessly mirrored from laptop (windows or chromeOS)	1*	\$	
55 inch non-touch display, articulating wall mount, hallway digital signage	23	\$	
55 inch interactive touch display on a convertible cart (tabletop to vertical)	2	\$	
75 inch interactive touch display, mounted on slider tracks (multiple layers on tracks to allow overlap with dry erase type surface)	2	\$	
Other costs <i>(Please attach additional pages as necessary)</i>		\$	

\*each instance above listed with an asterisk (\*) should include the interactive display and/or mirrored displays as these are not included elsewhere in the chart. Think of this as the cost for an interactive display on a cart that is mirrored to displays in the same room, all-inclusive.

In addition to the above prices and times, the following must also be included in the Bid.

*(Please attach additional pages as necessary)*

- Interactive Teaching Capabilities:** The school system is seeking detailed information on the interactive teaching capabilities of the displays, both hardware and software-based, including ongoing license cost and requirements. Specific information should be provided about how the display will function without an attached/integrated computer or Chromebook. Information should be included describing any onboard operating system, including the upgrade path for the onboard operating system and the onboard hardware (how or can the onboard system hardware be upgraded). Information should also include describing screen sharing (screencast, mirroring, etc) functionality.
- Warranty/Support Services:** The school system is seeking detailed information on the warranty and support services provided in the proposal. Specific information should be provided about the device warranty and how the school system resolves technical support issues with the devices.

**[BID FORM CONTINUED ON NEXT PAGE]**

[BID FORM CONTINUED FROM PREVIOUS PAGE]

3. **Installation Service:** The school system is seeking information regarding the installation service offered. The school system requires removal and disposal of all packing, shipping, and installation waste, as well as clean up of debris or mess generated during installation. The school system also requires the removal and disposal of legacy display systems which includes various types of interactive boards, projectors, pull-down screens, mounts, and AV cabling. Although the details of the installation will be determined during the ordering process, the school system is seeking general information about how the vendor will manage the installation of the interactive displays. Describe the installation plan, including the approximate time to complete each Configuration Type. Indicate time of installation, ie, during regular workday or swing shift. If during school hours, how does the installation plan coordinate with the school schedule (how do we minimize classroom disruption during install).
4. **Project Management:** The school system is seeking information about project management services provided, such as scheduling and coordinating the installation. Project management includes communicating with specified school staff regarding the daily installation schedule on a room by room, day by day basis.
5. **Receiving and Staging:** The school system is seeking information about delivery, receiving, and staging of equipment prior to installation. We do not have loading docks and therefore may require lift gate delivery.
6. **Professional Development:** The school system is seeking information regarding professional development included in the purchase price at the estimated quantities. This includes live professional development (face-to-face or virtual) as well as documented professional development resources.
7. **Delivery Date:** The proposal must include an estimated delivery/installation date if the display systems are ordered approximately 45 days from submission due date.

*(Please attach additional pages as necessary)*

By: (Signature) \_\_\_\_\_ Date: \_\_\_\_\_

Printed Name \_\_\_\_\_ Title: \_\_\_\_\_

Reminder: Bid packages shall include one (1) original proposal, three (3) copies, and one (1) digital copy. The digital copy should be on a flash drive or disk of some kind and included with the Bid package. Submissions will not be accepted via email.

[END OF BID FORM]

## ADDENDUM #4

#148-IT-023

**PROJECT:** Classroom and School Interactive Displays, et al.

The solicitation named above is modified as set forth in this Addendum. The original RFP Documents and any previously issued addenda remain in full force and effect, except as modified by this Addendum, which is hereby made part of the RFP. Bidder shall take this Addendum into consideration when preparing and submitting its Proposal.

This Addendum #4 to the RFP# 148-IT-023 contains the following additions, clarifications and/or changes:

- Update to the deadline for bids and the public Bid Opening, which will now be Monday, November 14, 2022 at 2:00pm at Asheville City Schools.
- Adds additional answers to questions received from various bidders.
- No further questions will be accepted.

### BIDS DEADLINE AND PUBLIC BID OPENING

Due to an unforeseeable scheduling conflict, the deadline for bids and public Bid Opening is hereby updated to Monday, November 14, 2022 at 2:00pm. The location remains Asheville City Schools, 85 Mountain St, Asheville, NC 28801. Attendance by Bidders at the Bid Opening remains optional.

Original Deadline and Public Bid Opening as posted: November 7, 2022 at 2:00pm

Previous Deadline and Public Bid Opening per Addendum #3: November 10, 2022 at 2:00pm

**Current Deadline and Public Bid Opening per this Addendum #4: November 14, 2022 at 2:00pm**

### QUESTION FROM Camcor on 11/1/2022. ANSWERS are in red font:

1. If we complete Affidavit B and not Affidavit A, does that mean our bid will be considered nonresponsive? If Affidavit A is required for our bid to be considered responsive, will there be an extension granted for the bid due date to allow us time to complete the items required for Affidavit A? **Either Affidavit A or Affidavit B is required, but not both, to be considered responsive.**

### QUESTIONS FROM OneScreen Solutions on 10/25/2022 and 11/4/2022. ANSWERS are in red font:

1. Digital Signage features are a part of our All-In-One software solution known as OneScreen Cloud Studio. Some of its features include, but are not limited to, the following:
  - Easy Content Scheduling and Editing
  - Simple Streaming from Social Platforms
  - Cloud-Based Management System
  - Analyze the display times and much more with powerful integrated analytics.
  - 200+ Pre-Built Templates
  - Supported Platforms include Windows, Android, and Chrome

I am very curious to know any exact use cases you have in mind. It would be great for me to understand your preferences to see if we can actually help you with executing your vision. If you have more questions regarding our solution, our Solution Specialist can provide you with a live

demonstration. I understand that given the RFP is out right now, you may not be able to schedule a demonstration at the time. Let me know how you would like to proceed.

We are a manufacturer of interactive classroom technology, including interactive flat panels. Two of our resellers, Realistic computing Inc. (RCI) and KAG1, participated in the site visit and will be proposing our products and services in this opportunity. I am requesting the information, mentioned in my previous email, on behalf of our resellers. Given this clarification, I would greatly appreciate it if you address the submitted questions at your earliest convenience. We look forward to providing Asheville City Schools with the best OneScreen can offer. **As stated in the RFP, we're interested in basic digital signage. I suspect the solution you reference below is certainly sufficient. We will look at options if you have more than one solution to provide.**

2. In the section "Mirrored Display laptop:1, (2) 55 inch non-touch displayed wirelessly mirrored from laptop (windows or chromeOS)", will you provide the laptop or is this a requirement from the vendor? What central management platform does the school currently use? **We will supply the laptop. We don't currently have a central management platform.**

## QUESTIONS

No further questions will be accepted.