



To: **Darin Crawford**
 Assistant Superintendent for Support Services

From: **James Briscoe**
 Director of Procurement Services

Date: **February 25, 2025**

Re: **Audio Visual Supplies**
 Annual Contract #25-04-4520R-RFP

The following proposals were received and opened at 10:00 a.m., Wednesday, February 19, 2025, as advertised and specified in documents concerning **Annual Contract #25-04-4520R-RFP Audio Visual Supplies**. The proposals received and the final evaluation summary are located on pages 2-9.

Recommendation:

^a **Award contracts to each of the vendors listed at the discount noted**

Recommendation is based on user department's evaluation of overall best value to the District

Estimated Expenditure: **\$2,900,000.00**

Contract Term: **May 1 , 2025 - April 30, 2026**

Renewal: **4 Years**

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Line 1 Stage and Arena Sound Equipment and Parts

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Covenant Communications</u>	<u>30.0%</u> ^a
<u>PCS Telecom Inc.</u>	<u>15.0%</u> ^a
Relax Audio Visual LLC	15.0%
Jaspertronics.com	15.0%
<u>School Specialty, LLC</u>	<u>14.0%</u> ^a
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u> ^a
<u>Full Compass Systems LTD</u>	<u>10.0%</u> ^a
Visual AV LLC	7.0%
<u>Data Projections, Inc</u>	<u>5.0%</u> ^a
<u>3-C Technology, LLC</u>	<u>5.0%</u> ^a
<u>Adorama Inc.</u>	<u>5.0%</u> ^a
<u>Focus Camera LLC</u>	<u>5.0%</u> ^a
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>5.0%</u> ^a
<u>AVES AUDIO VISUAL SYSTEMS, INC.</u>	<u>4.0%</u> ^a
<u>ALTEX ELECTRONICS LTD.</u>	<u>3.0%</u> ^a
<u>Camcor, Inc.</u>	<u>3.0%</u> ^a
<u>Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)</u>	<u>3.0%</u> ^a
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>1.0%</u> ^a
<u>CDWG</u>	<u>0.0%</u> ^a
Square Technology (David Frisbie)	0.0%
<u>Bright Star Productions</u>	<u>0.0%</u> ^a
Dj4Play (Christopher Moore)	0.0%
In Depth Events, Inc.	0.0%
<u>M&A Technology</u>	<u>0.0%</u> ^a
<u>McCormick's Group, LLC</u>	<u>0.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a

Line 2 Stage and Arena Lighting Equipment and Parts

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Covenant Communications</u>	<u>30.0%</u> ^a
Relax Audio Visual LLC	15.0%
Jaspertronics.com	15.0%
<u>PCS Telecom Inc.</u>	<u>15.0%</u> ^a
<u>Full Compass Systems LTD</u>	<u>10.0%</u> ^a
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u> ^a
<u>Adorama Inc.</u>	<u>5.0%</u> ^a
<u>Focus Camera LLC</u>	<u>5.0%</u> ^a
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>5.0%</u> ^a
<u>3-C TECHNOLOGY, LLC</u>	<u>5.0%</u> ^a
<u>ALTEX ELECTRONICS LTD.</u>	<u>3.0%</u> ^a
<u>Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)</u>	<u>3.0%</u> ^a
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>1.0%</u> ^a
Square Technology (David Frisbie)	0.0%
<u>Bright Star Productions</u>	<u>0.0%</u> ^a
Dj4Play (Christopher Moore)	0.0%
In Depth Events, Inc.	0.0%
<u>M&A Technology</u>	<u>0.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
<u>CDWG</u>	<u>0.0%</u> ^a
<u>Texas Scenic Company, Inc.</u>	<u>0.0%</u> ^a
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a

Line 3 TV Studio Equipment and Accessories (remote controls, wall mounts, etc.)

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Covenant Communications</u>	<u>30.0%</u> ^a
Relax Audio Visual LLC	15.0%
<u>PCS Telecom Inc.</u>	<u>15.0%</u> ^a
Jaspertronics.com	15.0%
<u>School Specialty, LLC</u>	<u>14.0%</u> ^a
<u>Focus Camera LLC</u>	<u>10.0%</u> ^a
<u>Full Compass Systems LTD</u>	<u>10.0%</u> ^a
<u>Adorama Inc.</u>	<u>5.0%</u> ^a
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>5.0%</u> ^a
<u>Data Projections, Inc</u>	<u>5.0%</u> ^a
<u>3-C TECHNOLOGY, LLC</u>	<u>5.0%</u> ^a
<u>AVES AUDIO VISUAL SYSTEMS, INC.</u>	<u>4.0%</u> ^a
<u>ALTEX ELECTRONICS LTD.</u>	<u>3.0%</u> ^a
<u>Camcor, Inc.</u>	<u>3.0%</u> ^a
<u>Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)</u>	<u>3.0%</u> ^a
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>1.0%</u> ^a
Dj4Play (Christopher Moore)	0.0%
Square Technology (David Frisbie)	0.0%
<u>McCormick's Group, LLC</u>	<u>0.0%</u> ^a
<u>M&A Technology</u>	<u>0.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
<u>CDWG</u>	<u>0.0%</u> ^a
<u>Texas Scenic Company, Inc.</u>	<u>0.0%</u> ^a
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a

Line 4 Cables for Audio Visual Equipment

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Covenant Communications</u>	<u>30.0%</u> ^a
Jaspertronics.com	15.0%
<u>PCS Telecom Inc.</u>	<u>15.0%</u> ^a
Relax Audio Visual LLC	15.0%
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u> ^a
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>10.0%</u> ^a
<u>Focus Camera LLC</u>	<u>8.0%</u> ^a
<u>Full Compass Systems LTD</u>	<u>5.0%</u> ^a
<u>3-C TECHNOLOGY, LLC</u>	<u>5.0%</u> ^a
<u>Data Projections, Inc</u>	<u>5.0%</u> ^a
<u>Adorama Inc.</u>	<u>5.0%</u> ^a
<u>AVES AUDIO VISUAL SYSTEMS, INC.</u>	<u>5.0%</u> ^a
<u>Camcor, Inc.</u>	<u>3.0%</u> ^a
<u>ALTEX ELECTRONICS LTD.</u>	<u>3.0%</u> ^a
<u>Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)</u>	<u>3.0%</u> ^a
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>1.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
<u>ACP Direct (Affordable Computer Products, Inc.)</u>	<u>0.0%</u> ^a
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a
<u>M&A Technology</u>	<u>0.0%</u> ^a
<u>McCormick's Group, LLC</u>	<u>0.0%</u> ^a
<u>LowCostEarbuds.com (The Black Vault, Inc.)</u>	<u>0.0%</u> ^a
<u>Bright Star Productions</u>	<u>0.0%</u> ^a
Square Technology (David Frisbie)	0.0%
In Depth Events, Inc.	0.0%
Dj4Play (Christopher Moore)	0.0%
<u>CDWG</u>	<u>0.0%</u> ^a

Line 5 Camcorders and Accessories

SUPPLIER	PERCENT OFF
<u>Covenant Communications</u>	<u>30.0%</u> ^a
<u>PCS Telecom Inc.</u>	<u>15.0%</u> ^a
Relax Audio Visual LLC	15.0%
Jaspertronics.com	15.0%
<u>School Specialty, LLC</u>	<u>14.0%</u> ^a
<u>Focus Camera LLC</u>	<u>10.0%</u> ^a
VISUAL AV LLC	7.0%
<u>Full Compass Systems LTD</u>	<u>5.0%</u> ^a
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>5.0%</u> ^a
<u>Adorama Inc.</u>	<u>5.0%</u> ^a
<u>Data Projections, Inc</u>	<u>5.0%</u> ^a
<u>3-C TECHNOLOGY, LLC</u>	<u>5.0%</u> ^a
<u>AVES AUDIO VISUAL SYSTEMS, INC.</u>	<u>4.0%</u> ^a
<u>Camcor, Inc.</u>	<u>3.0%</u> ^a
<u>ALTEX ELECTRONICS LTD.</u>	<u>3.0%</u> ^a
<u>Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)</u>	<u>3.0%</u> ^a
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>1.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
<u>CDWG</u>	<u>0.0%</u> ^a
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a
Dj4Play (Christopher Moore)	0.0%
Square Technology (David Frisbie)	0.0%
<u>M&A Technology</u>	<u>0.0%</u> ^a

Line 6 Headsets

SUPPLIER	PERCENT OFF
<u>Covenant Communications</u>	<u>30.0%</u> ^a
<u>Audio Resource Group (Audio Resource Group, Inc)</u>	<u>25.0%</u> ^a
Relax Audio Visual LLC	15.0%
<u>PCS Telecom Inc.</u>	<u>15.0%</u> ^a
Jaspertronics.com	15.0%
<u>Focus Camera LLC</u>	<u>15.0%</u> ^a
<u>School Specialty, LLC</u>	<u>14.0%</u> ^a
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>10.0%</u> ^a
<u>Full Compass Systems LTD</u>	<u>10.0%</u> ^a
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u> ^a
VISUAL AV LLC	7.0%
<u>Data Projections, Inc</u>	<u>5.0%</u> ^a
<u>3-C TECHNOLOGY, LLC</u>	<u>5.0%</u> ^a
<u>Adorama Inc.</u>	<u>5.0%</u> ^a
<u>National Educational Systems, Inc.</u>	<u>5.0%</u> ^a
<u>AVES AUDIO VISUAL SYSTEMS, INC.</u>	<u>5.0%</u> ^a
<u>Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)</u>	<u>3.0%</u> ^a
<u>ALTEX ELECTRONICS LTD.</u>	<u>3.0%</u> ^a
<u>Camcor, Inc.</u>	<u>3.0%</u> ^a
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>1.0%</u> ^a
<u>CDWG</u>	<u>0.0%</u> ^a
Dj4Play (Christopher Moore)	0.0%
In Depth Events, Inc.	0.0%
<u>LowCostEarbuds.com (The Black Vault, Inc.)</u>	<u>0.0%</u> ^a
Square Technology (David Frisbie)	0.0%
<u>M&A Technology</u>	<u>0.0%</u> ^a
<u>McCormick's Group, LLC</u>	<u>0.0%</u> ^a
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a
<u>ACP Direct (Affordable Computer Products, Inc.)</u>	<u>0.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
<u>Texas Scenic Company, Inc.</u>	<u>0.0%</u> ^a

Line 7 Microphone and Accessories

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Covenant Communications</u>	<u>30.0%</u> ^a
<u>Audio Resource Group (Audio Resource Group, Inc)</u>	<u>25.0%</u> ^a
<u>Lightspeed Technologies, Inc.</u>	<u>22.0%</u> ^a
Relax Audio Visual LLC	17.0%
<u>PCS Telecom Inc.</u>	<u>15.0%</u> ^a
Jaspertronics.com	15.0%
<u>School Specialty, LLC</u>	<u>14.0%</u> ^a
<u>Full Compass Systems LTD</u>	<u>10.0%</u> ^a
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u> ^a
<u>Focus Camera LLC</u>	<u>10.0%</u> ^a
VISUAL AV LLC	7.0%
<u>Adorama Inc.</u>	<u>5.0%</u> ^a
<u>National Educational Systems, Inc.</u>	<u>5.0%</u> ^a
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>5.0%</u> ^a
<u>3-C TECHNOLOGY, LLC</u>	<u>5.0%</u> ^a
<u>Data Projections, Inc</u>	<u>5.0%</u> ^a
<u>AVES AUDIO VISUAL SYSTEMS, INC.</u>	<u>5.0%</u> ^a
<u>Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)</u>	<u>3.0%</u> ^a
<u>Camcor, Inc.</u>	<u>3.0%</u> ^a
<u>ALTEX ELECTRONICS LTD.</u>	<u>3.0%</u> ^a
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>1.0%</u> ^a
<u>CDWG</u>	<u>0.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
Dj4Play (Christopher Moore)	0.0%
<u>Bright Star Productions</u>	<u>0.0%</u> ^a
<u>McCormick's Group, LLC</u>	<u>0.0%</u> ^a
<u>LowCostEarbuds.com (The Black Vault, Inc.)</u>	<u>0.0%</u> ^a
In Depth Events, Inc.	0.0%
<u>M&A Technology</u>	<u>0.0%</u> ^a
<u>ACP Direct (Affordable Computer Products, Inc.)</u>	<u>0.0%</u> ^a
Square Technology (David Frisbie)	0.0%
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a

Line 8 Projectors and Accessories

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Covenant Communications</u>	<u>30.0%</u> ^a
Relax Audio Visual LLC	17.0%
<u>PCS Telecom Inc.</u>	<u>15.0%</u> ^a
Jaspertronics.com	15.0%
<u>School Specialty, LLC</u>	<u>14.0%</u> ^a
Northstar AV (NSAV, INC)	10.0%
VISUAL AV LLC	7.0%
<u>Focus Camera LLC</u>	<u>5.0%</u> ^a
<u>AVES AUDIO VISUAL SYSTEMS, INC.</u>	<u>5.0%</u> ^a
<u>Full Compass Systems LTD</u>	<u>5.0%</u> ^a
<u>3-C TECHNOLOGY, LLC</u>	<u>5.0%</u> ^a
<u>Adorama Inc.</u>	<u>5.0%</u> ^a
<u>Data Projections, Inc</u>	<u>5.0%</u> ^a
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>5.0%</u> ^a
<u>Camcor, Inc.</u>	<u>3.0%</u> ^a
<u>Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)</u>	<u>3.0%</u> ^a
<u>ALTEX ELECTRONICS LTD.</u>	<u>3.0%</u> ^a
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>1.0%</u> ^a
<u>CDWG</u>	<u>0.0%</u> ^a
Dj4Play (Christopher Moore)	0.0%
Square Technology (David Frisbie)	0.0%
In Depth Events, Inc.	0.0%
<u>M&A Technology</u>	<u>0.0%</u> ^a
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a
<u>ACP Direct (Affordable Computer Products, Inc.)</u>	<u>0.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
<u>Texas Scenic Company, Inc.</u>	<u>0.0%</u> ^a

Line 9 Photography Accessories

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Jaspertronics.com	15.0%
<u>PCS Telecom Inc.</u>	<u>15.0%</u> ^a
<u>School Specialty, LLC</u>	<u>14.0%</u> ^a
<u>Focus Camera LLC</u>	<u>10.0%</u> ^a
Relax Audio Visual LLC	9.0%
<u>AVES AUDIO VISUAL SYSTEMS, INC.</u>	<u>5.0%</u> ^a
<u>3-C TECHNOLOGY, LLC</u>	<u>5.0%</u> ^a
<u>Full Compass Systems LTD</u>	<u>5.0%</u> ^a
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>5.0%</u> ^a
<u>Adorama Inc.</u>	<u>5.0%</u> ^a
<u>ALTEX ELECTRONICS LTD.</u>	<u>3.0%</u> ^a
<u>Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)</u>	<u>3.0%</u> ^a
<u>Camcor, Inc.</u>	<u>3.0%</u> ^a
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>1.0%</u> ^a
<u>M&A Technology</u>	<u>0.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
<u>CDWG</u>	<u>0.0%</u> ^a
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a
Square Technology (David Frisbie)	0.0%
Dj4Play (Christopher Moore)	0.0%

Line 10 Miscellaneous Audio Visual Supplies

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>School Specialty, LLC</u>	<u>35.0%</u> ^a
<u>Covenant Communications</u>	<u>30.0%</u> ^a
<u>Audio Resource Group (Audio Resource Group, Inc)</u>	<u>25.0%</u> ^a
<u>Lightspeed Technologies, Inc.</u>	<u>22.0%</u> ^a
Relax Audio Visual LLC	18.0%
<u>PCS Telecom Inc.</u>	<u>15.0%</u> ^a
Jaspertronics.com	15.0%
<u>Techland (Bright Star Productions, Inc. / DBA Techland)</u>	<u>10.0%</u> ^a
<u>Focus Camera LLC</u>	<u>10.0%</u> ^a
<u>Full Compass Systems LTD</u>	<u>10.0%</u> ^a
VISUAL AV LLC	7.0%
<u>Adorama Inc.</u>	<u>5.0%</u> ^a
<u>National Educational Systems, Inc.</u>	<u>5.0%</u> ^a
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>5.0%</u> ^a
<u>3-C TECHNOLOGY, LLC</u>	<u>5.0%</u> ^a
<u>Data Projections, Inc</u>	<u>5.0%</u> ^a
<u>AVES AUDIO VISUAL SYSTEMS, INC.</u>	<u>5.0%</u> ^a
<u>Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)</u>	<u>3.0%</u> ^a
<u>Camcor, Inc.</u>	<u>3.0%</u> ^a
<u>ALTEX ELECTRONICS LTD.</u>	<u>3.0%</u> ^a
<u>B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)</u>	<u>1.0%</u> ^a
<u>CDWG</u>	<u>0.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
Dj4Play (Christopher Moore)	0.0%
<u>Bright Star Productions</u>	<u>0.0%</u> ^a
<u>McCormick's Group, LLC</u>	<u>0.0%</u> ^a
<u>LowCostEarbuds.com (The Black Vault, Inc.)</u>	<u>0.0%</u> ^a
In Depth Events, Inc.	0.0%
<u>M&A Technology</u>	<u>0.0%</u> ^a
<u>ACP Direct (Affordable Computer Products, Inc.)</u>	<u>0.0%</u> ^a
Square Technology (David Frisbie)	0.0%
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a

Line 11 Rentals of Audio Visual Equipment and Supply Items

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
<u>Covenant Communications</u>	<u>20.0%</u> ^a
Jaspertronics.com	15.0%
Relax Audio Visual LLC	14.0%
<u>Prime Systems (R.L.S. Interests Inc)</u>	<u>5.0%</u> ^a
Square Technology (David Frisbie)	0.0%
<u>Bright Star Productions</u>	<u>0.0%</u> ^a
Dj4Play (Christopher Moore)	0.0%
In Depth Events, Inc.	0.0%
<u>FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)</u>	<u>0.0%</u> ^a
<u>GTS Technology Solutions, Inc.</u>	<u>0.0%</u> ^a
<u>CDWG</u>	<u>0.0%</u> ^a
<u>McCormick's Group, LLC</u>	<u>0.0%</u> ^a
<u>Full Compass Systems LTD</u>	<u>0.0%</u> ^a

25-04-4520R-RFP Audio Visual Supplies

TEAM SCORE SUMMARY

Company/Vendor Name	Evaluator 1	Evaluator 2	Evaluator 3	Average Score	Ranking
3-C Technology, LLC	75.90	67.00	85.00	75.97	25.00
ACP Direct (Affordable Computer Products, Inc.)	88.80	61.80	85.80	78.80	21.00
Adorama Inc.	90.00	78.00	85.50	84.50	12.00
Altex Electronics LTD.	88.40	73.40	96.40	86.07	7.00
Audio Resource Group (Audio Resource Group, Inc)	88.90	60.40	86.90	78.73	22.00
Aves Audio Visual Systems, Inc.	84.02	88.82	96.82	89.89	4.00
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	89.40	73.40	96.40	86.40	6.00
Bright Star Productions	87.90	67.80	82.80	79.50	19.00
Camcor, Inc.	82.40	72.40	82.90	79.23	20.00
CDWG	94.70	65.80	95.80	85.43	9.00
Covenant Communications	92.38	93.88	99.88	95.38	1.00
Data Projections, Inc	86.70	68.00	86.00	80.23	17.00
Dj4Play (Christopher Moore)	39.80	50.80	52.80	47.80	34.00
Focus Camera LLC	80.92	81.42	82.42	81.59	16.00
Freestyle Photographic Supplies (Freestyle Sales Company)	91.80	82.80	82.80	85.80	8.00

25-04-4520R-RFP Audio Visual Supplies

TEAM SCORE SUMMARY

Full Compass Systems LTD	90.44	73.24	97.24	86.97	5.00
GTS Technology Solutions, Inc.	91.40	74.80	85.80	84.00	13.00
In Depth Events, Inc.	39.80	70.80	78.80	63.13	33.00
Jaspertronics.com	42.20	81.20	78.20	67.20	28.00
Lightspeed Technologies, Inc.	93.80	71.80	88.80	84.80	11.00
LowCostEarbuds.com (The Black Vault, Inc.)	65.70	60.80	83.80	70.10	27.00
M&A Technology	87.60	65.80	82.30	78.57	23.00
McCormick's Group, LLC	83.60	65.80	83.80	77.73	24.00
National Educational Systems, Inc.	89.50	65.00	86.00	80.17	18.00
Northstar AV (NSAV, INC)	51.80	57.60	80.60	63.33	32.00
PCS Telecom Inc.	52.40	81.20	81.20	71.60	26.00
Prime Systems (R.L.S. Interests Inc)	91.82	87.12	97.12	92.02	2.00
Relax Audio Visual LLC	49.52	73.02	78.02	66.85	29.00
School Specialty, LLC	93.50	79.90	97.90	90.43	3.00
Square Technology (David Frisbie)	50.00	60.80	80.30	63.70	31.00
Sweetwater Sound LLC (Sweetwater Sound Holdings LLC)	89.70	69.40	96.40	85.17	10.00
Techland (Bright Star Productions, Inc. / DBA Techland)	92.60	70.60	87.60	83.60	15.00
Texas Scenic Company, Inc.	91.60	63.80	95.80	83.73	14.00
Visual AV LLC	51.20	62.00	80.00	64.40	30.00

Award Supplier(s) scoring 70.00 and above.

Memo:

To: Darin Crawford, *Assist Superintendent for Support Services*

From: James Briscoe, *Director of Procurement Services*

Subject: Recommendation for Award – Audio Visual Supplies
Annual Contract #25-04-4520R-RFP

Date: 03/21/2025

Background & Justification (NERD Framework)

N: Know the Need

The district maintains a continuous need for audio-visual (AV) supplies, including microphones, camcorders, projectors, cables, headsets, lighting, and other AV-related equipment. These supplies support classroom instruction, student performances, athletic events, assemblies, staff development, and district-wide communications. Given the scope and variability of district operations, a competitively bid annual contract is necessary to ensure availability, consistency, and cost-effectiveness of AV products from a variety of vendors.

E: Evaluate the Specifics

The Request for Proposal #25-04-4520R-RFP was issued to establish a qualified pool of vendors able to offer discounted pricing on AV supplies. The proposal opened on February 19, 2025, and included specific discount percentages across product categories such as stage sound, studio accessories, AV rentals, and photography equipment.

Proposals were evaluated by a cross-functional committee, with scoring based on pricing, discount structure, service capabilities, references, and overall value. Vendors scoring 70.00 or above were deemed responsive and qualified.

The contract term is May 1, 2025, through April 30, 2026, with four one-year renewal options through April 30, 2030. The estimated expenditure under this contract is \$2,900,000.

R: Research the Details

The evaluation revealed considerable variation in discount offerings. Covenant Communications, for example, consistently offered a 30 percent discount across nearly all AV categories. Other vendors like Prime Systems and School Specialty demonstrated competitive pricing in multiple product groups.

Key points identified in the evaluation:

- Multi-vendor participation ensures competitive pricing and broad coverage.
- Discounts ranged from 1 percent to 35 percent across product lines.
- School Specialty offered the highest discount (35 percent) on miscellaneous AV supplies.
- Prime Systems, Adorama, AVES Audio Visual Systems, and Full Compass Systems demonstrated consistent pricing and reliable vendor histories.

These vendors offer critical coverage for both common and specialized AV needs. Having a diversified vendor pool allows departments to source the best pricing for specific needs, while also maintaining supplier flexibility in case of backorders or product unavailability.

D: Delivery

Awarded vendors will be used on an as-needed basis. Campus and department requestors will obtain quotes from the awarded vendors within each AV category to determine the best value. Orders will be placed directly with vendors and deliveries will be made to designated district locations.

This structure supports strategic sourcing, operational efficiency, and cost control, particularly for time-sensitive or large-scale AV purchases. It also provides purchasing consistency and procurement compliance across campuses.

Recommendation

It is recommended that Cypress-Fairbanks ISD award annual contracts to all vendors scoring 70.00 or above on the final evaluation. These vendors provide the best overall value, competitive pricing, and reliable service required to support the district's diverse AV needs.

Please let me know if additional information is needed.

Sincerely,

James Briscoe

Director of Procurement Services Cypress-Fairbanks ISD