

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
PROCUREMENT DIVISION

320 Hospital Drive, Suite 23
Warrenton, Virginia 20186

Phone: 540-422-8350 Fax: 540-422-8355

NOTICE OF CONTRACT RENEWAL

DATE: October 5, 2016

COMMODITY NAME: Interactive Whiteboard Systems & Accessories
(Smart/Epson)

CONTRACT NUMBER: RDJ-14047-01 (PWCPS)

CONTRACT PERIOD: October 1, 2015 – September 30, 2016
1st Renewal: October 1, 2016 – November 30, 2017

RENEWAL OPTIONS: Four (4) one-year renewals

CONTRACTOR(s): Audio Visual Innovations, Inc.
9701 Philadelphia Court, Suite J
Lanham, MD 20706

Contact: Jason Nast
Phone: 877-373-6848
Fax: 301-306-7540

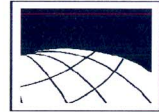
TERMS: Net 30 days

FOR FURTHER INFORMATION CONTACT: Colleen Keener, Senior Buyer
Phone: 540-422-8350
colleen.keener@fauquiercounty.gov

NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL
USING DEPARTMENTS: This contract is the result of a competitive bid program
and its use must follow the FCG&PS Procurement Policy/Procedures for the
purchase of the commodity listed herein. Please see the reverse side of this notice
for further instructions regarding this contract.

INSTRUCTIONS

1. **Orders:** All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352.
2. The applicable contract number, vendor number, estimated total dollar amount (can be done as a “Not to exceed” estimated figure), contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Inspection on delivery and approval of contractor’s invoice is the responsibility of the receiving using department.
4. Any complaints as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via email, fax or courier.
5. Pricing: See below.
6. Renewals: As stated on the face of this notice, four (4) one –year renewals available on this contract. The decision as to whether to exercise the renewal option will be made by Prince William County Public Schools.



Master Agreement Commodity List

MA Description Interactive Whiteboards - Smart/Epson
Vendor Name Audio Visual Innovations, Inc.
Contact Name Jason Nast
Address 9701 Philadelphia Court, Suite J
 Lanham MD 20706
Telephone 877-373-6848
Email Address jason.nast@avispl.com
Fax 301-306-7540

Buyer Contact Name DAEMIEN JONES
Buyer Contact Phone 703-791-8740
Buyer Email jonesdj@pwcs.edu
Est. Delivery Days 3
Effective Begin Date 10/01/16
Expiration Date 11/30/17
Print Date October 03, 2016
Min Order
Payment Disc% / 0

Document Comments

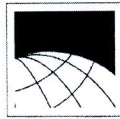
Budget Holder must encumber funds prior to requesting goods. Renewal year 1 of 4.

Commodity Line Code	Commodity Description	Unit	Unit Price
1 78515500001	Interactive White Board, M680 77" SMART Board Make: Smart Technologies #SMASBM680 -----	EACH	1,150.00
2 78515500003	Interactive White Board, M685 87" SMART Board Make: Smart Technologies #SMASBM685 -----	EACH	1,450.00
3 78515500005	Interactive White Board, 685 SMART Board w/U100 Projector Make: Smart Technologies #SMASBM685IX3 -----	EACH	3,150.00
4 78515500007	Interactive White Board, 77" SMART Board w/U100 Projector Make: Smart Technologies #SMASB880IX3 -----	EACH	3,100.00
5 78515500010	Interactive White Board, 885 SMART Board w/100 Projector Make: Smart Technologies #SMASB885iX3 -----	EACH	3,500.00
6 78515500033	Interactive White Board, M680(IX3) 77" SMART Board Make: Smart Technologies #SMASBM680IX3 -----	EACH	2,800.00
7 78515500011	Retrofit Kit, U100 Projector for Existing SBM680 Make: Smart Technologies #SMAU100SBM600 -----	EACH	1,650.00
8 78515500014	Interactive Flat Panel, Smartboard E70 Make: Smart Technologies #SMASPNL4070	EACH	4,100.00

Commodity Line	Code	Commodity Description	Unit	Unit Price
9	78515500045	----- Interactive Flat Panel, Smartboard 4055 Make: Smart Technologies # SMASPNL4055 -----	EACH	2,475.00
10	78515500048	----- Interactive Flat Panel, Smartboard 4065 Make: Smart Technologies # SMASPNL4065 -----	EACH	3,250.00
11	78515500249	----- Interactive Flat Panel, Smartboard 6055 Make: Smart Technologies # SMASPNL6055 -----	EACH	3,500.00
12	78515500252	----- Interactive Flat Panel, Smartboard 6065 Make: Smart Technologies # SMASPNL6065 -----	EACH	4,100.00
13	78515500013	----- Document Camera, 450 Make: Smart Technologies #SMASDC450 -----	EACH	1,750.00
14	78515500012	----- Smart Table, 422i Learning Center Make: Smart Technologies #SMAST442i -----	EACH	4,800.00
15	78515500020	----- Projector, Epson BrightLink 585Wi Interactive Projector -----	EACH	1,499.00
16	78515500021	----- Projector, Epson BrightLink 595Wi Interactive Projector Make: Epson # V11H599022 -----	EACH	1,599.00
17	78515500022	----- Projector, Epson BrightLink Pro 1410 Make: Epson # V11H480525W -----	EACH	1,750.00
18	78515500024	----- Projector, Epson Powerlite 530, EPSPL530 -----	EACH	769.00
19	78515500023	----- Projector, Epson Powerlite 570, EPS570 -----	EACH	999.00
20	78515500063	----- Projector, Epson SVGA 2700 LUMEN LCD 10000:1 CONTRAST1 (S27) -----	HOUR	399.00
21	78515500043	----- Consulting, Education Training Half Day- ECHD -----	HOUR	135.00
22	78515500044	----- Consulting, Education Training Full Day- ECFD -----	HOUR	135.00
23	78515500050	----- Installation of Interactive Equipment Please See Attached Equipment list for Smart and Epson Accessories -----		0.00
24	78515500051	----- Installation of Interactive Cables Please See Attached Equipment list for Smart and Epson Accessories -----		0.00

Commodity Line Code	Commodity Description	Unit	Unit Price
25 78515500052	Smart Refresh Equipment Pricing Please See Attached Equipment list for Smart and Epson Accessories		0.00
26 78515500058	Interactive Accessories to the Board Purchased Please See Attached Equipment list for Smart and Epson Accessories		0.00
27 78515500056	Smart Start Equipment Pricing Please See Attached Equipment list for Smart and Epson Accessories		0.00
28 78515500090	Smart Equipment Promotional Discounts Please See Attached Equipment list for Smart and Epson Promotional Discounts		0.00
29 78515500072	Gymnasium Installation, 1 Projector System To Include HDMI Audio de embedder, CAB 40695 Transmitter, Digitalmedia 8G+, 201 Series, Crestron DMTX201C DigitalMedia 8G+ Receiver & Room Controller W/Scaler, Crestron DMRMCScalerC Trulink av controller, C2g 40348 189" diagonal [88"<3 x 140"(W)] with low-voltage control, Draper 116502L Projector PowerLite Pro G6550WU w/Std Lens WUXGA, 5200 Lumens, Epson V11H513020 Audio extender, Liberty IINTAVOA2F Universal Mount for Projector, Chief RPAU 3 ft extention column, Chief CHICMS036 Brackets for screens, Draper 227025 QTY (2) HDMI Patch Cables, c2g 40304 QTY (3) Wallplate, HDMI Passthrough White, c2g 41043 Wall plate cover, c2g 40345 Rental Two Man Scissor Lift 15 ft HDMI, CAB 50612	LOT	12,000.00
30 78515500071	Gymnasium Installation, 2 Projector System To Include: Crestron, HDDA2, DISTRIBUTION AMP 1 TO 2 HDMI & AUDIO CONVERTER QTY (1) Crestron, DMTX201C, Transmitter, DigitalMedia 8G+, 201 Series QTY (2) Crestron, DMRMCScalerC, DigitalMedia 8G+ Receiver & Room Controller W/Scaler QTY (2) C2g, 40348, trulink av controller QTY (1) Draper, 116371L, 165" diagonal [88"<3 x 140"(W)] with low- voltage control. QTY (2) Epson, V11H513020, EPSON PowerLite Pro G6550WU Projector w/Std Lens WUXGA, 5200 Lumens QTY (2) Liberty, IINTAVOA2F, Audio extender QTY (2) Chief, RPAU, Universal Mount for Projector QTY (2)	LOT	21,000.00

Commodity Line Code	Commodity Description	Unit	Unit Price
31 78515500073	Chief, CMS0911, 9-11 ft column QTY (2) Chief, CMA455, Suspended ceiling kit QTY (2) Draper, 227025, Brackets for screens QTY (4) c2g, 40304, HDMI Patch Cables QTY (5) c2g, 41043, Wallplate, HDMI Passthrough - WHITE QTY (1) c2g, 40345, wall plate cover QTY (1) Rental, Two Man Scissor Lift QTY (1) ----- Room Renovation (Test, Deinstall, Removal, Storage, Return, Reinstall with Wallplate kit, HDMI-WP-25-Nonplenum and Panduit)	LOT	1,860.00
32 78515500054	----- Additional Services, Regular Hourly Rate Product Code: NB-ADV-SITE-1 -----	HOUR	115.00
33 78515500262	----- Software, Notebook Advantage Site- 1 Year Maintenance (Test, Deinstall, Removal, Storage, Return, Reinstall with Wallplate kit, HDMI-WP-25-Nonplenum and Panduit) -----	YEAR	33,005.00



Prince William County
PUBLIC SCHOOLS
Providing A World-Class Education

Vendor Contact: Jason Nast
Telephone: 877-373-6848
Fax: 301-306-7540
Email: jason.nast@avispl.com

Master Agreement: R-DJ-14047-01-R1H
Buyer: Daemien Jones
Telephone: 703-791-8740
Email: jonesdj@pwcs.edu

Item #	Description	Unit of Measure	Unit Price
Interactive Board Accessories – Master Agreement Line 26 – Commodity Code: 78515500058			
1	Lamp, Replacement for UNIFI 35 (1-24 UNITS), SMA0100228124	Each	\$350.00
2	Lamp, Replacement for UNIFI 45 Projector (1-24 UNITS), SMA0100247124	Each	\$275.00
3	Lamp, for UF55/UF65/ST230i SERIES Projectors (1-24 UNITS), SMA200103220124	Each	\$175.00
4	Lamp, Replacement for UF75 ANDUF75W Projectors (1-24 UNITS), SMA200150120124	Each	\$185.00
5	Lamp, Replacement for UF70 & UF70W Projectors Smart # SMA1020991	Each	\$115.00
6	Remote Control, SBP-10X/SBP-20W Projector, UF55 Smart #SMA030013120	Each	\$25.00
7	Document Camera, 450 Make: Smart Technologies #SMASDC450	Each	\$625.00
8	Stand, Floor, Mobile, for 77" to 87" Smart Board Interactive Whiteboards Make: Smart Technologies #FS-SB	Each	\$275.00
9	Stand Floor, Mobile, Height-adjustable for UX projector systems Make: Smart Technologies #FS-UX	Each	\$1,270.00
10	Extender, Cat 5 to USB for SMART Board X800 Series Interactive Whiteboard Make: Smart Technologies #SBX800 CAT5-XT	Each	\$81.00
11	Mount, Wall, Height-adjustable for UX/UF projector systems Make: Smart Technologies #HAWM-UX/UF	Each	\$725.00
12	Mount, Whiteboard Accy Platform For Smart™ Ux60/Uf65/Uf75, CHIWBAP	Each	\$60.00
13	Mount, Universal Wall Arm Solution, TRADTWMUNIV	Each	\$50.00
14	Mount Whiteboard, Interactive - Sliding Leg, CHIWBM3E	Each	\$150.00
15	Mount Kit, Diversiboard Wall, TRADBWMKIT	Each	\$25.00
16	Mount, Fusion Mirco-Adjustable Tilt Wall Mount, 55"-82", CHIXTM1U	Each	\$235.00
17	SCREEN, IDEA SCREEN, 46 X 73.5", FULL LENGTH, 16:10 Part # DAL28273	Each	\$500.00
18	Mount, for IDEA Screen over a chalkboard Part # DAL28406	Each	\$185.00
19	Wireless Lan Module Part# V12h418p12	Each	\$89.00

Item #	Description	Unit of Measure	Unit Price
20	Projector Board, 96" diagonal, 16:10, 52" x 82", Diversiboard-Steel Matte Part # TRADBPB96	Each	\$375.00
21	Audio System, USB for SMART Board 600 and 800 series without a SMART projector Make: Smart Technologies #SBA	Each	\$254.00
22	Adapter Plate, Smart Retrofit, CHIWBAUF1	Each	\$125.00
23	Audio System, Projection for SMART Board 600 and 800 series with a SMART projector Make: Make: Smart Technologies #SBA-L	Each	\$254.00
24	Epson, 90" Whiteboard for Projection and Dry-erase Make: Epson V12H468002	Each	\$325.00
25	Epson, 96" Whiteboard for Projection and Dry-erase Make: Epson V12H468001	Each	\$425.00
26	Epson, 16:10 Height Adjustable Cart Solution Make: Epson V12H457008	Each	\$1,100.00
27	Epson, 4:3 Height Adjustable Cart Solution Make: Epson V12H457007	Each	\$1,100.00
28	Epson Brighter Future 1 year Extended Warranty	Each	\$65.00
29	Epson Brighter Future 2 year Extended Warranty	Each	\$99.00
30	Epson Accessories: Active Speakers Make: Epson # V12H467020	Each	\$99.00
31	Epson Accessories: AP-60 Projector Sound Solution Make: Epson # V12H329020	Each	\$699.00
32	Epson Accessories: MP-60 Pendant Microphone Make: Epson # V12H3290M1	Each	\$65.00
33	Short-Throw Wall Mount (ELPMB27) Make: Epson # V12H003Z27	Each	\$145.00
34	Ultra-Short Throw Table Mount Make: Epson # V12H516020	Each	\$145.00
35	Ultra-Short Throw Wall Mount Make: Epson # V12H517020	Each	\$145.00
36	Interactive Pen - Blue Make: Epson # V12H523001	Each	\$45.00
37	Interactive Pen - Orange Make: Epson # V12H522001	Each	\$45.00
38	Interactive Pen Extension Make: Epson # V12H590001	Each	\$45.00
39	Replacement Pen Tips Make: Epson # V12H524001	Each	\$9.00
40.	Replacement Pen Tips Make: Epson # V12H668010	Each	\$9.00
41.	BrightLink Solo Interactive Module (IU-01) Make: Epson # V12H415020	Each	\$99.00
42.	Cart, 4'-6' Large Flat Panel Mobile (Silver) Part# CHIPFCUS	Each	\$599.00
43.	Shelf for the Large Flat Panel Mobile Cart Part# CHIPAC715	Each	\$85.00
Installation Cost – Master Agreement Line 23 – Commodity Code: 78515500050			
44.	Fixed Board -Installed over an existing Whiteboard.	Each	\$995.00

Item #	Description	Unit of Measure	Unit Price
45.	Fixed Board –Installed directly on the Wall.	Each	\$795.00
46.	Adjustable Board – Installed directly on the Wall.	Each	\$845.00
47.	Fixed Board only - Installed over an existing White Board with ceiling mounted projector.	Each	\$450.00
48.	Fixed Board only - Installed directly on the wall with ceiling mounted projector.	Each	\$230.00
49.	Installation of Television tuner/DVD player.	Each	\$125.00
50.	Room Renovation (Test, De-install, Removal, Storage, Return, Reinstall with Wallplate kit, HDMI-WP-25-Nonplenum and Panduit)	Lot	\$1,860.00
Cabling Cost–Master Agreement Line 24 – Commodity Code: 78515500051			
51.	HDMI bundle: to include HDMI cable RCA cables and a CAT5 cable. 15-25Ft.	Each	\$190.00
52.	HDMI bundle: to include HDMI cable RCA cables and a CAT5 cable. 26-50Ft.	Each	\$450.00
53.	HDMI bundle: to include HDMI cable RCA cables and a CAT5 cable. 51-75Ft.	Each	\$565.00
54.	VGA bundle: to include 15 pin VGA cable, a 3.5mm sound cable, RCA cables and a CAT5 cable15-25Ft.	Each	\$245.00
55.	VGA bundle: to include 15 pin VGA cable, a 3.5mm sound cable, RCA cables and a CAT5 cable26-50Ft.	Each	\$335.00
56.	VGA bundle: to include 15 pin VGA cable, a 3.5mm sound cable, RCA cables and a CAT5 cable51-75Ft.	Each	\$395.00
57.	HDMI and VGA bundle: to include HDMI cable, 15 pin VGA cable, a 3.5mm sound cable. RCA cables and a CAT5 cable. 15-25Ft.	Each	\$360.00
58.	HDMI and VGA bundle: to include HDMI cable, 15 pin VGA cable, a 3.5mm sound cable. RCA cables and a CAT5 cable.26-50Ft.	Each	\$550.00
59.	HDMI and VGA bundle: to include HDMI cable, 15 pin VGA cable, a 3.5mm sound cable. RCA cables and a CAT5 cable.51-75Ft.	Each	\$895.00
60.	Cable, 12' 3.5mm (N) To 2x RCA (M) Ipod White, CAB40371	Each	\$7.00
61.	Cable, 3.5mm Stereo Male To 2 RCA Female Y, CAB40422	Each	\$4.00
62.	Cable, 12' 3.5mm Stereo Audio Male To Male, CAB40414	Each	\$2.89
63.	Cable, 12' CMG HD15 3.5MM 3 RCA M/M	Each	\$45.00
64.	Cable, 8" Display Port, Male to HDMI Female, Black, CAB54322	Each	\$25.00
65.	USB v1.1 Extension Kit	Each	\$50.00
66.	Cable, 15' SEL VGA + 3.5MM A/V M/M Part# CAB50227	Each	\$22.00
67.	Cable, 12' High Speed HDMI W/Ethernet Male To Male Part# CAB50629	Each	\$15.00
68.	Parts, Percentage discount	Discount	25%
Smart Refresh Equipment–Master Agreement Line 25 – Commodity Code: 78515500052			
69.	Smart Board, 77" M680 Part # Smasbm680	Each	\$990.00
70.	Interactive Whiteboard, 77" Multitouch Smart Board Part # SMASBX880	Each	\$1,395.00
71.	Interactive Whiteboard, 77" Smart Board W/U100 Projector Part # SMASBM680IX3	Each	\$ 2,529.00
72.	Interactive Whiteboard, 77" Smart Board W/U100 PROJECTOR Part # SMASB880IX3	Each	\$ 2,749.00

Item #	Description	Unit of Measure	Unit Price
73.	Interactive Whiteboard 77" Smart w/U100 Projector Smart # SMASBM680IX3 (Refresh)	Each	\$2,859.00
74.	Whiteboard, Smartboard 6055 Interactive Flat Panel Part # SMASPNL6055 (Refresh)	Each	\$3,032.00
75.	Whiteboard, Smartboard 6065 Interactive Flat Panel Part # SMASPNL6065 (Refresh)	Each	\$3,899.00
76.	Whiteboard, Smartboard 6075 Interactive Flat Panel Part # SMASPNL6075 (Refresh)	Each	\$5,632.00
77.	Whiteboard, Smartboard 4055 Interactive Flat Panel Part # SMASPNL4055 (Refresh)	Each	\$2,168.00
78.	Whiteboard, Smartboard 4065 Interactive Flat Panel Part # SMASPNL4065 (Refresh)	Each	\$3,032.00
79.	Whiteboard, Smartboard E70 Interactive Flat Panel Part # SMASPNL4070 (Refresh)	Each	\$3,899.00
80.	SMART Board 4084 Interactive Flat Panel Part# SMASPNL4084 (Refresh)	Each	\$6,068.00
81.	Projector, Lightraise 60wi2 Interactive Part # SMASLR60WI2 (Refresh)	Each	\$1,749.00
82.	Projector Retrofit Kit, U100-SBM600 For Existing SBM680 INSTA Part # SMAU100SBM600 (Refresh)	Each	\$ 1,485.00
Smart Start Equipment–Master Agreement Line 27 – Commodity Code: 78515500056			
83.	Whiteboard, Smartboard 6065 Interactive Flat Panel (Smart Start) Part # SMASPNL6065	Each	\$3,329.00
84.	Whiteboard, Smartboard 6055 Interactive Flat Panel (Smart Start) Part # SMASPNL6055	Each	\$2,589.00
85.	Whiteboard, Smartboard 6075 Interactive Flat Panel (Smart Start) Part # SMASPNL6075	Each	\$4,809.00
86.	SMART Board 4084 Interactive Flat Panel (Smart Start) Part# SMASPNL4084	Each	\$5,601.00
87.	Smartboard E70 Interactive Flat (Smart Start) Part# SMASPNL4070	Each	\$3,599.00
88.	Whiteboard, Smartboard 4065 Interactive Flat Panel (Smart Start) Part# SMASPNL4065	Each	\$2,799.00
89.	Whiteboard, Smartboard 4055 Interactive Flat Panel (Smart Start) Part# SMASPNL4055	Each	\$2,001.00