



PORTFOLIO TITLE: [AUDIO VIDEO EQUIPMENT AND SUPPLIES \(2019 - 2024\)](#)
LEAD STATE: Alaska

<p><u>OVERVIEW:</u></p> <p>The Master Agreements in this portfolio offer audio/video equipment and supplies from up to six (6) different product categories</p>	<p><u>INITIAL TERM:</u> November 4, 2019 to November 3, 2022</p> <p><u>RENEWALS:</u> Two 1-year renewals</p> <p><u>TOTAL TERM POSSIBLE:</u> 5 Years</p>
<p><u>PRODUCT CATEGORIES:</u></p> <p>The following products may be available under the Master Agreements:</p> <p><u>Category 1: Audio Equipment</u> which includes, but is not limited to:</p> <ul style="list-style-type: none"> - Audio Mixers, Speaker Systems, Stereo Receivers/Equalizers, Compact Disc Players, MP3 Players, AM/FM Radio, Public Address Systems (including Portable), Portable Sound Systems, Wireless Microphone Systems, Amplifiers, Audio Cassette Recorder/Players <p><u>Category 2: Video Equipment</u> which includes, but is not limited to:</p> <ul style="list-style-type: none"> - Equipment for Videoconferencing, Studio Production, Video Recording, Digital Video Disc Players, Televisions, Plasma Screen Televisions, Television Monitors/Monitor Receivers, TV/VCR Combo Units, Camcorders, Digital Video Recorders, High Definition Cameras (NON-Security Related), Digital Video Editing Systems, TelePrompTers, Blu Ray Players/Recorders <p><u>Category 3: Projection Equipment</u> which includes, but is not limited to:</p> <ul style="list-style-type: none"> - Video Projection Systems, Video Presentation Boards, Projectors: LCD, DLP (Digital Light Processing), Overhead, Slide <p><u>Category 4: Photographic Equipment</u> which includes, but is not limited to:</p> <ul style="list-style-type: none"> - Cameras, Digital Cameras, Digital Imaging, Camera Lenses, Stand Alone Printers for Digital Camera Printing only, SLR (small, medium & large format), Film Holders, Slide Printers, Lens Accessories, Digital Memory Cards <p><u>Category 5: Screens/Display</u> which includes, but is not limited to:</p> <ul style="list-style-type: none"> - Projection Screens including: Rear Projection, Motorized, Tripod, Portable & Wall, Video Plasma Displays, LCD Panels, Interactive Whiteboards <p><u>Category 6: Peripherals/Accessories</u> which includes, but is not limited to:</p> <ul style="list-style-type: none"> - Products in this category will include those used in relation with the above Product Categories 1-5 - Audio Video Carts, Projector Mounting Systems, Podiums, Lecterns, Stands, Equipment Cases, Racks and Rack Mounting Equipment, Test Equipment, Batteries, Chargers, Cables, Connectors, Adapters, Multimedia Consoles and Control Systems, Switchers, Routers, Camera Accessories: Tripods, Fluid Heads, Camera Support Equipment 	



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<p><u>SUPPLIERS AVAILABLE:</u></p> <ul style="list-style-type: none"> ✓ Audio Enhancement ✓ B&H Photo Video ✓ CDW-G 	<p><u>KEY BENEFITS:</u></p> <ol style="list-style-type: none"> 1. Convenience of one-stop, online shopping. Awarded to multiple resellers to provide the largest pool of brands possible for purchasing entities Nationwide. 2. Keep administrative costs low for purchasing entities as there is no need for solicitation. 3. Free Shipping to all purchasing entities (including Alaska and Hawaii). 4. Obtain more favorable pricing by using Nationwide purchasing power in lieu of smaller individual State or local government entity purchasing power.
<p><u>PRICING:</u></p> <p>Percentage discounts for each product category are set forth in the Master Agreement for each supplier. Customers may negotiate deeper discounts. See the current pricing on their NASPO ValuePoint website supplier page.</p>	
<p><u>PROCUREMENT BACKGROUND:</u></p> <p>In 2018, Alaska requested the creation of a NASPO ValuePoint portfolio for Audio Video Equipment and Supplies. The NASPO ValuePoint Management Board approved conducting a solicitation and the Sourcing Team completed the RFP process in summer of 2019. In September 2019, the Sourcing Team was granted approval of the award by the NASPO ValuePoint Management Board.</p>	
<p><u>STATES ON SOURCING TEAM:</u></p> <ul style="list-style-type: none"> ★ Alaska (Lead) ★ South Dakota ★ Montana ★ Maryland ★ Arkansas ★ Massachusetts ★ Connecticut 	<p><u>SOLICITATION INFORMATION:</u></p> <p>Solicitation Type: Request for Proposal (RFP)</p> <p>Solicitation Number: RFP-190000044</p> <p>Date Released: April 23, 2019</p> <p>Date Closed: July 16, 2019</p>

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PUBLIC POSTING OF SOLICITATION:

Solicitation was Publicly Advertised from April 23, 2019 to July 16, 2019.

- Website Posted On: State of Alaska Online Public Notice Website
- Posting Link: [Audio Video Equipment & Supplies RFP Public Notice](#)
- Number of Days Solicitation was Publicly Posted: 84 days
- Number of Amendments Posted: 6



VENDOR RESPONSES:

- Number of Vendor Responses Received: 9
- Number of Non-Responsive Vendor Responses: 3
- Number of Vendor Responses Evaluated: 6

EVALUATIONS:

Responses were evaluated by the members of the Sourcing Team during the week of August 9, 2019 in Juneau, Alaska.

EVALUATION CRITERIA:

Responses were evaluated based on the following Evaluation Criteria:

- Phase 1: Pass/Fail – Mandatory Requirements
- Phase 2: Technical Proposal Evaluations: Experience & Capabilities, Ability to Meet Scope of Work, Customer Service/References, and Marketing.
- Phase 3: Cost Proposal Evaluation:
 $(Price\ of\ Lowest\ Cost\ Proposal) \times (Maximum\ Points\ for\ Cost) / (Cost\ of\ each\ higher\ priced\ proposal)$



SCORING:

Responses were scored according to the RFP’s Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State as identified on the portfolio’s NASPO ValuePoint website.

AWARD:

The RFP allowed for multiple vendor awards. The sourcing team awarded master agreements to the two highest scoring vendors in each category.

PUBLIC POSTING OF AWARD:

Posting Start Date: September 19, 2019
 Posting End Date: September 29, 2019
 Posting Link: [Award Posting](#)
 Total Days Posted: 10 days
 Vendors Awarded: 3
 Protests Received: 0

AWARDED VENDORS:

- Audio Enhancement
- B&H Photo Video
- CDW-G



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