



445 W. Amelia Street • Orlando, Florida 32801 • (407) 317-3200 • www.ocps.net

February 3, 2022

**NOTICE OF AWARD
ITB2003106
Audiovisual Equipment, Supplies, and Services**

The School Board of Orange County, Florida meeting in official session on **January 25, 2022**, voted to award this solicitation to the following firm(s);

**AnuVision Technologies, Inc.
Dove Data Product, Inc.
Seminole Office Solutions, Inc.
Varitronics, LLC**

If you have any questions regarding the solicitation procedures, please contact **Suzanne Lopez** at 407-317-3200 extension **20024 17**.

Cordially,

DocuSigned by:

David Wheeler

86F317565C5E4C7

David Wheeler, CPPO, CPPB, FCCM
Director, Procurement and Contracting
The School Board of Orange County, Florida



Procurement Services Information Sheet

Bid Title Audiovisual Equipment, Supplies and Services

Bid # ITB2003106

School Board Award Date: 08/26/20

Contract Period: 08/26/2020 through 09/25/2023

Extended Through:

Purchasing Group # /Contact: P-206 ext. 2002417

Buyer: Suzanne F. Lopez

iBuy Catalog	N/A
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Total Award \$9,000,000

Vendor #	Awarded Vendor	Vendor Phone	Vendor Contact	Email
147951	AnuVision Technologies, Inc.	904-720-2182	Sara Wootson	hello@anuvisiontech.com
140296	ACCO Brands USA, LLC	847-796-4569	Tracey Wooten	directbid@acco.com
145283	Advanced Document Solutions, Inc.	407-412-6929	Moody Hamdan	nvo@myadusa.com
1024870	A&V Holdings Midco LLC dba AVI-SPL LLC (f/k/a Audio Visual Innovations, Inc.)	813-884-7168	Mathew Smith	Matthew.Smith@avispl.com
1017444	BLM Technologies of Florida, LLC d/b/a EvolvTec	954-587-5521	Jim Jones Ext. 250	jim.jones@evolvtec.com
1024580	Bright Water Paper Co.	800-321-5716	Kevin Hoffman	kevin@brightwhitepaper.com
127230	Camcor, Inc.	800-868-2462	Will Benton	bids@camcor.com
130296	Dove Technologies, Inc.	843-665-7678	David Harris	dharris@doveprintsolutions.com
122493	GovConnection, Inc	800-800-0019	Robert Marconi	bruce.siders@connection.com
1024619	IVCI, LLC	904-772-4610	Ext. 34113 Summer Vyne	svyne@ivci.com
148466	NSAV Inc. f/k/a Northstar AV, LLC	631-482-9515	Rick Dunn	FD@northstar-av.com
121923	Pro Sound, Inc.	305-891-1000	Jon Evans Ext. 235	jevans@prosound.net
1016545	Pureland Supply, LLC	610-444-0590	Laura Greer	sales@purelandsupply.com
128316	School Outfitters, LLC	800-260-2776	Jamie Buchanan	contracts@schooloutfitters.com
111704	Smiley's Audio-Visual, Inc.	800-282-3497	Cathy Smiley	cathy@smileysaudiovisual.com
110371	Seminole Office Solutions, Inc.	407-830-7950	Diane Willcox	dianew@sosfla.com
147052	Novatech Inc. dba United Laser, LLC	843 662-6234	Katherine Bontemps	shannon@unitedlaser.com
1025022	Varitronics, LLC	800-328-0585	Jason Butts	Jason.Butts@variquest.com
1016920	VisionWorx, LLC d/b/a Presentation Systems	321-444-5717	Kerry Antley	kantley@ccssoutheast.com

OEM Projector Lamp

Compatible Project of

Printers - Includes three year on-site parts and services warranty, installation, testing where applicable, delivery and necessary training.						
Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price

Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price

Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price
Laminators and Postermakers - Includes three year on-site parts and services warranty, installation, testing where applicable, delivery and necessary training.						
Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price
United Laser, LLC	43212100	147052	GBC Laminator Stand/Cabinet	Each		\$ 687.06
ACCO Brands USA, LLC	43212100	140296	XYRONPRO XM2500 Cold Laminator Max Laminate Width: 25" Max Film Thickness: 5 mil	Each		\$ 1,297.91
ACCO Brands USA, LLC	43212100	140296	XYRONPRO XM4400 Cold Process Laminator Max Laminate Width: 42" Max Film Thickness: 4.5mil	Each		\$ 4,055.99
ACCO Brands USA, LLC	43212100	140296	GBC Ultima 65 EZ Load Ready Laminator Heated rollers for quality lamination 10 minute Warm Up Time Footage counter Keypad design for setting the correct temperature and film speed Standby mode reduces power consumption Built-in Trimmer AutoGrip shafts make removing and adding standard film easier than ever Reverse switch Pivoting Feed Table eliminates the need to remove the table when replacing film Can use up to 27" roll film Additional stop button on back of the laminator allows you to stop the machine while watching output Laminates .0015 and .003 thick film, using standard roll film or EZ-Load film Auto shut-off eliminates chance of overheating from non-use UL approved	Each		\$ 1,695.00
Varitronics, LLC	43212100	1025022	VariQuest Cold Laminator 2510 - Cold laminating system requires no electricity or heat. Ability to laminate poster, banners, cutout shapes and letters, or any other document up to 25" wide. Ships with one starter Roll-Set of Dual-Sided Laminate (50').	Each	CL2510	\$ 1,424.99
Varitronics, LLC	43212100	1025022	Motiva Specialty Printing System: Create customized full-color award plaques, bumper stickers, flashcards, name tags, parking permits, and other stickers in seconds. Utilize more than 1,100 customizable templates in the VariQuest® Software, including more than 45 flashcard sets and collections. Includes a Starter Roll of Brushed Gold Media (4" x 25'), Pigment Ink Cartridge, and 26 Award Plaques.	Each	MO400	\$ 2,374.99

Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price
Varitronics, LLC	43212100	1025022	<p>VariQuest Design Center 2300 - Large, 21+-inch workstation equipped with touch-screen technology and Microsoft® Windows® 10 Operating System. The Design Center 2300 (DC2300) is preloaded with the latest version of VariQuest® Software. The VariQuest Software includes Engage Every Learner® Content—providing access to more than 22,000 curriculum-based digital assets, with the added ability to customize content. Includes additional USB ports and CD/DVD drive for uploading graphics, photos, and software upgrades.</p>	Each	DC2300	\$ 1,709.99

Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price
Varitronics, LLC	43212100	1025022	<p>VariQuest Perfecta2400STP - The Perfecta® 2400STP (PT2400STP) is a fully integrated Scan-to-Print wide format color printer. It is easy-to-use with onboard instructions and automatic scaling to roll size. It offers mobility printing which one can conveniently scan, share, print, directly from USB device, smartphone, or tablet. The printer provides a larger output size—up to 24-inch-wide rolls and 13x19-inch paper/sheets. The printer creates its own Wi-Fi network for easy connectivity with Wi-Fi Direct. The intuitive touch-screen operation allows for a faster job completion. The PT2400STP also includes the VariQuest® Software and Engage Every Learner® Content, which has over 22,000 curriculum-based digital assets. The software can be loaded on a Windows®-based PC; or bundled with the VariQuest Design Center 2300 (when investing in the Perfecta 2400STP PLUS package). Dimensions of the Perfecta 2400STP are 43.2 x 24.8 x 45.5 inches.</p>	Each	VAR2400STPPLUS	\$ 6,649.99
Varitronics, LLC	43212100	1025022	<p>The Perfecta® 2400PRO (PT2400PRO) is an entry-level full color poster design system built to easily print posters and banners on-demand at your school. PT2400PRO is easy to assemble, quiet and lightweight at just 47lbs. The Perfecta 2400PRO provides a low cost of maintenance by using less ink during startup, cleaning, and alignment. Bundled with the Automatic Sheet Feeder, the PT2400PRO accepts both roll and sheet fed media up to 24 inches wide. Connectivity options include USB, Wi-Fi Direct, and LAN/Ethernet. The PT2400PRO also includes the VariQuest® Software and Engage Every Learner® Content, which has over 22,000 curriculum-based digital assets. The software can be loaded on a Windows®-based PC; or bundled with the VariQuest Design Center 2300 (when investing in the Perfecta 2400PRO PLUS package). Optional stand and banner catcher can be purchased separately for added portability and convenience. Dimensions of the Perfecta 2400STP are 39.9 x 17.3 x 11.2 inches.</p>	Each	PT2400PROPLUS	\$ 4,464.99

Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price
Touch Accessable Platform Interactive Tables - Includes three year on-site parts and services warranty, installation, testing where applicable, delivery and necessary training.						
Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price
VisionWorx, LLC d/b/a Presentation Systems	52161500	1016920	Tap It Table	Each		\$ 9,478.00

ALL PROJECTORS - Includes three year on-site parts and services warranty, installation (if applicable), testing where applicable, delivery and necessary training.

Classroom Projectors						
Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price
A&V Holdings Midco LLC dba AVI SPL LLC	52161500	1024870	Epson PowerLite X49, Classroom Ceiling Mounted, 3600 Lumens, XGA, 3LCD Projector, has 1.2x zoom	Each		\$ 393.00
A&V Holdings Midco LLC dba AVI SPL LLC	52161500	1024870	Epson PowerLite W49, Classroom Ceiling Mounted, 3800 Lumens, WXGA, 3LCD Projector, has 1.2x zoom	Each		\$ 440.00
A&V Holdings Midco LLC dba AVI SPL LLC	52161500	1024870	Epson PowerLite 118, Classroom Ceiling Mounted, 3800 Lumens, XGA, 3LCD Projector, has 1.2x zoom	Each		\$ 440.00
A&V Holdings Midco LLC dba AVI SPL LLC	52161500	1024870	Epson PowerLite 982w, Classroom Ceiling Mounted, 4200 Lumens, WXGA, 3LCD Projector, has 1.6x zoom	Each		\$ 570.00
A&V Holdings Midco LLC dba AVI SPL LLC	52161500	1024870	NP-ME402X 4000-lumen XGA LCD Projector (NEC)	Each		\$ 571.00
BLM Technologies of Florida, LLC d/b/a EvolvTec	52161500	1017444	NP-ME372W 4000-lumen WXGA LCD Projector (NEC)	Each		\$ 484.15
A&V Holdings Midco LLC dba AVI SPL LLC	52161500	1024870	NP-ME402X Ceiling Mounted 3300-Lumen XGA LCD Projector (NEC)	Each		\$ 571.00
IVCI, LLC	52161500	1024619	NP-ME372W Ceiling Mounted 3300-Lumen WXGA LCD Projector (NEC)	Each		\$ 569.00
Pro Sound, Inc.	52161500	121923	Viewsonic PA503X 3600-Lumen XGA 0.6" DLP Projector	Each		\$ 349.00

Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price
Short Throw Projectors						
Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price
A&V Holdings Midco LLC dba AVI SPL LLC	52161500	1024870	Epson PowerLite 680 Wall Mounted 3500-Lumen XGA 3LCD	Each		\$ 834.00
VisionWorx, LLC d/b/a Presentation Systems	52161500	1016920	Epson PowerLite 685W Wall Mounted 3500-Lumen WXGA 3LCD	Each		\$ 970.00
VisionWorx, LLC d/b/a Presentation Systems	52161500	1016920	NEC NP-UM361x-wk Wall Mounted 3500-Lumen XGA LCD Projector w/mount	Each		\$ 939.00
A&V Holdings Midco LLC dba AVI SPL LLC	52161500	1024870	Sony VPL-CWZ10 3300-Lumen XGA w/mount	Each		\$ 1,299.00
Large Room						
Vendor	Product Category	Vendor #	Description	Unit of Measure	Mfr. Part #	Price
VisionWorx, LLC d/b/a Presentation Systems	52161500	1016920	Epson PowerLite L500w, 5000 Lumens, Installation, WXGA, 3LCD Projector, Laser (lampless), has 1.6x zoom	Each		\$ 1,419.00
VisionWorx, LLC d/b/a Presentation Systems	52161500	1016920	Epson PowerLite L600, 6000 Lumens, Installation, XGA, 3LCD Projector, Laser (lampless), has 1.6x zoom	Each		\$ 1,699.00
A&V Holdings Midco LLC dba AVI SPL LLC	52161500	1024870	NEC NP-P554W WXGA LCD PROJECTOR 5500- lumen Entry-Level Professional Installation	Each		\$ 1,332.00
VisionWorx, LLC d/b/a Presentation Systems	52161500	1016920	NEC NP-P554U WUXGA LCD PROJECTOR 5500- lumen Entry-Level Professional Installation Projector	Each		\$ 1,347.00
Pro Sound, Inc.	52161500	121923	Sony VPL-FHZ70 4100 Lumens WUXGA Laser Light Source Projector	Each		\$ 3,675.00
VisionWorx, LLC d/b/a Presentation Systems	52161500	1016920	Sony VPL-PWZ12 5000 Lumens WXGA Laser Light Source Projector	Each		\$ 1,550.00
Pro Sound, Inc.	52161500	121923	Sony VPL-FHZ75 7000 Lumens WXGA Laser Light Source Projector	Each		\$ 4,475.00

Vendor	Product Category	Vendor #	Unit of Measure	Install Or Uninstall	Repairs (out of warranty)	Training (over mandatory 2 hours)	Material Markup (not to exceed 5%)
ACCO Brands USA, LLC	80161507	140296	per hour	\$ 199.00			0%
AnuVision Technologies, Inc.	80161507	147951	per hour	\$ 80.00	\$ 100.00	\$ 20.00	5%
A&V Holdings Midco LLC dba AVI SPL LLC	80161507	1024870	per hour	\$ 100.00	\$ 125.00	\$ 125.00	5%

Vendor	Product Category	Vendor #	Description		Unit of Measure	Mfr. Part #	Price
BLM Technologies of Florida, LLC d/b/a EvolvTec	80161507	1017444	per hour	\$ 90.00	\$ 90.00	\$ 135.00	0%
Dove Technologies Inc.	80161507	130296	per hour	included	\$ 125.00	included	0%
IVCI, LLC	80161507	1024619	per hour	\$ 90.00	\$ 90.00	\$ 80.00	5%
Pro Sound, Inc.	80161507	121923	per hour	\$ 85.00	\$ 85.00	\$ 85.00	0%
Smiley's Audio-Visual, Inc.	80161507	111704	per hour	\$ 350.00	\$ 150.00	\$ 125.00	5%
United Laser, LLC	80161507	147052	per hour	\$ 95.00	\$ 95.00	\$ 95.00	3%
VisionWorx, LLC d/b/a Presentation Systems	80161507	1016920	per hour	\$ 65.00	\$ 95.00	\$ 50.00	5%
Varitronics, LLC	80161507	1025022	Flat Fee	included	\$ 600.00	included	0%