

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Audio Video, Security & Low Voltage Equipment & Supplies - ESC Region 19 Purchasing Cooperative
RFP NUMBER: 12-6709
RFP OPENING DATE: October 4, 2011
CONTRACT TERM: Date of Award until October 31, 2012 with the option to extend in 12 month increments not to exceed 36 months in the aggregate
(Extended by ESC Region 19 until October 31, 2013)
(Extended by ESC Region 19 until October 31, 2014)
FUNDING SOURCE: Various Region 19 Purchasing Cooperative members
RFP's ISSUED: 21
RESPONSES: 9
ADVERTISEMENT DATES: August 28, 2011 & September 4, 2011
BOARD MEETING DATE: December 15, 2011

RECOMMENDED FOR AWARD **BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA (HUB CERTIFIED)**
AVX (D.W.COLLINGS, INC dba. AVX)
DU MOTION AUDIO VISUAL & VIDEO, INC. (HUB QUALIFIED)
~~GORMAN DISTRIBUTING CO., INC removed as of 6/11/2013~~
LOGICAL CHOICE TECHNOLOGIES, INC. (HUB QUALIFIED)

TOTAL (estimated) \$2,000,000.00/ year

EXPLANATIONS:

Award of this contract will enable ESC-Region 19 and its Purchasing Cooperative members to purchase audio video, low voltage equipment and supplies. In some circumstances, it was not in the best interest to consider certain vendors out of town who partially responded to certain items for large orders when many smaller Region 19 Cooperative members would not have been able to buy the quantities required by the vendor per the written response. In those few instances, an award is recommended in the best interest of all ESC Region 19 Cooperative members while satisfying the cost savings of volume commitments by the ESC Region 19 Purchasing Cooperative. Additionally, vendors who did not provide the required documents were not considered in the best interest of the ESC Region 19 Purchasing Cooperative for this contract. Contact vendors or visit vendor's web sites for catalogs for more information.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19

EVALUATION COMMITTEE: Nancy Alvarado
ESC Region 19

Martin Camacho
ESC Region 19

ORDER INFORMATION:

BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA (HUB CERTIFIED)

JOSEPH WANG
5803 SOVEREIGN STE. 204
HOUSTON TX 77036
713-271-4036 / 877-BIWAY DC (877-249-2938)
joseph@biwaymedia.com / www.biwaymedia.com

AVX (D.W.COLLINGS, INC dba. AVX)

~~TERI ADAMS — BUISNESS DEVELOPMENT SPECIALIST (removed as of 10/18/12)~~
~~PETRA HARDY — OFFICE MANAGER~~ PAUL GEESAMAN (as of 9/03/2013) 915-781-5760
915-778-9111 (OFFICE) / ~~915-442-7624 (CELL)~~ / 915-771-7411 (FAX)
6600 MONTANA AVE. STE. Q
EL PASO, TX. 79925
~~teri@avxwholesale.com~~ / www.avxwholesale.com / ~~phardy@avxwholesale.com~~ / paul@avxwholesale.com

ORDER INFORMATION:

DU MOTION AUDIO VISUAL & VIDEO, INC. (HUB QUALIFIED)

HAROLD DU QUESNAY
1601 MONTANA AVE.
EL PASO, TX.
915-532-2760 / 915-497-5010
harold@dumotionav.com / www.dumotionav.com / demotion@aol.com

~~GORMAN DISTRIBUTING CO., INC~~ removed as of 6/11/2013

~~MATT WALKER
1701 TEXAS AVE.
EL PASO, TX 79901
915-202-7265
gormandistributing@gmail.com~~

LOGICAL CHOICE TECHNOLOGIES, INC. (HUB QUALIFIED)

JEFF ROBERTS
1045 PROGRESS CIRCLE
LAWRENCEVILLE, GA 30043
770-564-1044 / 334-652-2928
jeff.roberts@logicalchoice.com / www.logicalchoice.com / kevin.shupenia@logicalchoice.com

SPECIAL CONDITIONS

1. This bid will be for use by ESC Region 19 and its ESC Purchasing Cooperative members as well as any other members that join during the contract period. While Region 19 Purchasing Cooperative Membership is State-Wide, this contract is intended for use by local agencies participating in the ESC Region 19 Purchasing Cooperative.
2. Please indicate which if any of the Purchasing Cooperative Members your company could not or would not be able to provide services to under this agreement?

- Region 19 Head Start Sites _____
- Anthony ISD _____
- Burnham Wood Charter School _____
- Candlelighters of El Paso _____
- Children’s Kingdom Learning Center _____
- Canutillo ISD _____
- Christian Joy Center Academy _____
- City of El Paso (all departments) _____
- City of Horizon _____
- City of Socorro _____
- Clint ISD _____
- El Paso Academy East _____
- El Paso Catholic Diocese _____
- El Paso ISD _____
- El Paso Community College _____
- El Paso Housing Authority _____
- El Paso MHMR _____
- El Paso School for Excellence _____
- El Paso Water Utilities _____
- Fabens ISD _____
- Father Yermo _____
- Hudspeth County Sheriff _____
- La Fe Preparatory School _____
- Rio Grande Counsel of Governments _____
- San Elizario ISD _____
- Socorro ISD _____
- St. Mark’s School _____
- St. Raphael School _____

SPECIAL CONDITIONS (cont)

Texas Tech University Health Sciences _____
Tornillo ISD _____
UTEP _____
Ysleta ISD _____
YWCA of El Paso _____

Visit web site under current membership for a detailed listing of all ESC Region 19 Purchasing Coop members.

ALL VENDOR AGREED TO SERVICE ALL ESC REGION 19 COOPERATIVES

SPECIAL CONDITIONS

1. This contract is for purchase of supplies and equipment in the designated categories by manufacturer/ wholesaler.
2. Local suppliers for JIT (just in time) pickup and delivery are encouraged to respond to this contact.
3. No submittals will be considered or evaluated for possible award unless wholesale price lists are submitted from either, the company, manufacturer, or wholesale supplier.
4. All requested information and documentation must be completed for proposals to be fairly reviewed. Failure to complete requested information may be grounds for disqualification.
5. Vendors responding to this proposal must agree to service any new ESC Region 19 Purchasing Cooperative members that join during the contract period, as long as the member is in good financial standing with the awarded vendor.
6. Award basis will be 50% pricing, 30% selection of goods, and 20% background reference checks for similar accounts serviced now or in the last 12 months.
7. Potential vendors should only respond to the categories they can provide goods for as this contract is not an, "all or none" award; only in stock manufacturers/goods should be submitted for award consideration.
8. Due to the size of the Region 19 Purchasing Cooperative membership, vendors should respond to the, favored nation's clause on page 12 of this document.

ITEM DESCRIPTION MANUFACTURER/WHOLESALER MARKUP FROM PRICING-WHOLESALE

1. AUDIO TO INCLUDE SPEAKERS, AMPLIFIERS, RECEIVERS, MICROPHONES, MIXING CONSOLES, AND ACCOSTIC PANELS

BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA

<u>DIGI DESIGN E-MM M-AUDIO</u>	<u>15% DISCOUNT</u>
<u>MACKIE, DIGIGRAM, EDIROL, CAKEWALK, STENBERG ADOBE</u>	<u>15% DISCOUNT</u>
<u>MOTU, RME, TASCAM, MATROX, GRASSVALLEY, SONY</u>	<u>15% DISCOUNT</u>

AVX (D.W.COLLINGS, INC dba. AVX)

<u>ATLAS SOUND, CALRAD, CE LABS, CABLES TO GO, DESTINATION AUDIO, DIRECT CONNECT, DENNON, EAW, EHTEREAL, FACE AUDIO</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>FSR, KRAMMER, M&S LINEAR, MIPRO MACKIE, MTX, NADY, NUVO, PROEL, PYLE</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>RANE, ROLAND, SCP, SHERWOOD, STEREN, SPEC0, SANUS, SHURE, VELODYNE</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>

DU MOTION AUDIO VISUAL & VIDEO, INC.

<u>DU MOTION AV CATALOG</u>	<u>PRICES SHOWN LESS 5%</u>
<u>TECNEC CATALOG</u>	<u>PRICES SHOWN LESS 5%</u>

LOGICAL CHOICE TECHNOLOGIES, INC.

<u>PROMETEHAN</u>	<u>% NA MARKUP OR 3% DISCOUNT</u>
<u>LOGICAL CHOICE</u>	<u>% NA MARKUP OR 5% DISCOUNT</u>
<u>PANASONIC</u>	<u>% NA MARKUP OR 5% DISCOUNT</u>

2. VIDEO TO INCLUDE TV'S, MONITORS, PROJECTORS, SCREENS, AND MOUNTS

BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA

<u>ADOBE, AVID, GRASSVALLEY</u>	<u>15% DISCOUNT</u>
<u>NEWTEK, MATROX, SONY, CANON JVC, PANASONIC</u>	<u>10% DISCOUNT</u>
<u>DATAVIDEO, MIRROR IMAGE, AJA, BLACKMAJIC, LOWEL</u>	<u>10% DISCOUNT</u>

AVX (D.W.COLLINGS, INC dba. AVX)

<u>CALRAD, CE LABS, CABLES TO GO, CLO MOUNTS, CONNETORS PLUS, DIRECT CONNECT</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>DENNON, ELITE SCREEN, ETHEREAL, EVERFOCUS, FSR, KRAMMER, LG ELECTRONICS</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>M&S LINEAR, NADY, BENQ, OPTOMA, PREMIER MOUNT, RANE, ROLANDSCP, SHERWOOD, STEREN, SPECOS, SANUS</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>

DU MOTION AUDIO VISUAL & VIDEO, INC.

<u>DU MOTION AV CATALOG</u>	<u>PRICES SHOWN LESS 5%</u>
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GORMAN-DISTRIBUTING CO., INC

<u>TOSHIBA / LG / SHARP</u>	<u>PRICE LIST 10%</u>
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LOGICAL CHOICE TECHNOLOGIES, INC.

<u>PROMETEHAN</u>	<u>% NA MARKUP OR 3% DISCOUNT</u>
<u>BEN Q</u>	<u>% NA MARKUP OR 3% DISCOUNT</u>

3. SECURITY TO INCLUDE CONTACTS, RESIDENTIAL BURGLAR ALARMS, COMMERCIAL BURGLAR ALARMS, AND GSM (CELLULAR COMMUNICATIONS)

AVX (D.W.COLLINGS, INC dba. AVX)

<u>ALEPH, ALTRONIX, CONNECTORS PLUS, DIRECT CONNECT</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>DOOR KING, DSC, ELK, GRI, HAI, H.S.I, MAXWELL SIGNS</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>SCP, SECO, SECURE WIRELESS, UPLINK, USP</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>

LOGICAL CHOICE TECHNOLOGIES, INC.

<u>SALTO</u>	<u>% NA MARKUP OR 5% DISCOUNT</u>
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4. CCTV TO INCLUDE DVR (DIGITAL VIDEO RECORDERS), NETWORK VIDEO RECORDERS, AND SURVEILLANCE CAMERAS

AVX (D.W.COLLINGS, INC dba. AVX)

<u>ALTRONIX, NIGHT GAURD, CONNECTORS PLUS, DIRECTCONNECT, DIGITAL WATCH DOG</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>EVERFOCUS, GOLDEN STATE, M&S LINEAR, MAXWELL SIGNS</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>POWER TELECOM DVR, SCP, SECO, SPECOC, TRIPP LITE</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>

DU MOTION AUDIO VISUAL & VIDEO, INC.

<u>DU MOTION CCTV CATALOG</u>	<u>20% MARKUP DISCOUNT</u>
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LOGICAL CHOICE TECHNOLOGIES, INC.

<u>PANASONIC</u>	<u>% NA MARKUP OR 3% DISCOUNT</u>
<u>AXIUM</u>	<u>% NA MARKUP OR 3% DISCOUNT</u>
<u>SONY</u>	<u>% NA MARKUP OR 3% DISCOUNT</u>

5. NETWORK TO INCLUDE PATCH PANELS AND SWITCHES

AVX (D.W.COLLINGS, INC dba. AVX)

<u>CALRAD, CABLES TO GO, DIRECT CONNECT</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>M&S LINEAR, SCP, SED</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>STEREN, VIDEO MOUNT PRODUCT</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>

DU MOTION AUDIO VISUAL & VIDEO, INC.

<u>DU MOTION NETWORKING CATALOG</u>	<u>20% DISCOUNT</u>
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LOGICAL CHOICE TECHNOLOGIES, INC.

<u>LOGICAL CHOICE</u>	<u>% NA MARKUP OR 3% DISCOUNT</u>
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6. COMMUNICATIONS TO INCLUDE INTERCOM, PHONE SYSTEMS, AND RELATED

AVX (D.W.COLLINGS, INC dba. AVX)

<u>DOORBELL FON, DIRECT CONNECT</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>DOOR KING, M&S LINEAR</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>SCP</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>

**7. ACCESS CONTROL TO INCLUDE GATE OPERATORS, SINGLE DOOR ACCESS, MUTLIPL E DOOR ACCESS
PC BASE CONTROL, ELEVATOR CONTROL ACCESS, AND STAND ALONE**

AVX (D.W.COLLINGS, INC dba. AVX)

<u>ALTRONIX, DOOR KING, ELK</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>HAI, M&S LINEAR, SCP</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>
<u>SECP, SPECO</u>	<u>0% MARKUP 0% DISCOUNT BEST CUSTOMER PRICE</u>

LOGICAL CHOICE TECHNOLOGIES, INC.

<u>SALTO</u>	<u>% NA MARKUP OR 3% DISCOUNT</u>
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ITEM DESCRIPTION MANUFACTURER/WHOLESALE MARKUP FROM PRICING-WHOLESALE

8. ACCESSORIES, POWER, AND WIRE TO INCLUDE TOOLS, SAFETY EQUIPMENT, CABLING, CONNECTORS, WIRE (DATA, AUDIO, POWER, ACEES, SECURITY SYSTEMS), UPS BACKUP (AUDIO, VIDEO, SURVEILLANCE), POWER CONDITIONERS, AND POWER SUPPLIES

AVX (D.W.COLLINGS, INC dba. AVX)

MORE MANUFACTURE/WHOLESALE AVAILABLE THAN WHAT IS LISTED

ARLINGTON INDUSTRIES, ACME, STAPLE, ALEPH, ALTRONIX, CALRAD, CE LABS, CANADIAN, FLEXIDRILL 0% MARKUP 0% DISCOUNT
BEST CUSTOMER PRICE

CABLES TO GO, CLO MOUNTS, CONNECTORS PLUS, DIRECT CONNECT, DOOR KING, DSC, DOTTIE, ELK, ETHEREAL, FSR, GREEN LEE, GRI, H.S.I., IDEAL TOOLS 0% MARKUP 0% DISCOUNT
BEST CUSTOMER PRICE

M&S, LINEAR, MAXWELL SIGNS, NADY, PROEL, PREMIER MOUNT, PREMIER RACEWAY, PLATNUM TOOL, PYLE, SIMPLY AUTOMATED, SCP, SED SECO, STEREN, SPECO, SANUS 0% MARKUP 0% DISCOUNT
BEST CUSTOMER PRICE

DU MOTION AUDIO VISUAL & VIDEO, INC.

DU MOTION AV CATALOG 5% DISCOUNT

LOGICAL CHOICE TECHNOLOGIES, INC.

LOGICAL CHOICE % NA MARKUP OR 3% DISCOUNT

CABLES TO GO % NA MARKUP OR 3% DISCOUNT

9. AV FURNITURE AND RACKS TO INCLUDE AUDIO AND VIDEO CABINETS, PODIUMS, MICROPHONE STANDS, AND CARTS

AVX (D.W.COLLINGS, INC dba. AVX)

SANUS 0% MARKUP 0% DISCOUNT
BEST CUSTOMER PRICE

VIDEO MOUNT PRODUCT 0% MARKUP 0% DISCOUNT
BEST CUSTOMER PRICE

DU MOTION AUDIO VISUAL & VIDEO, INC.

DU MOTION AV CATALOG 5% DISCOUNT

LOGICAL CHOICE TECHNOLOGIES, INC.

LOGICAL CHOICE % NA MARKUP OR 3% DISCOUNT

CABLES TO GO % NA MARKUP OR 3% DISCOUNT

BRETFORD % NA MARKUP OR 3% DISCOUNT

REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION

1. PROVIDE 3 REFERENCES (MEDIUM TO LARGE ACCOUNTS) YOUR COMPANY HAS DONE BUSINESS WITH IN PAST 12 MONTHS INCLUDING NAME OF CONTACT PERSON, PHONE NUMBER, EMAIL ADDRESS, AND TYPES OF ITEMS THEY PURCHASE:

ON FILE

2. LOCAL STORE FRONT FOR PICKUP AND DELIVERY IF APPLICABLE?

BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA - YES - IN HOUSTON AREA ONLY

AVX (D.W.COLLINGS, INC dba. AVX) - YES - 6600 MONTANA AVE. STE. Q - EL PASO TX. 79925

DU MOTION AUDIO VISUAL & VIDEO, INC. - YES - 1601 MONTANA AVE. EL PASO TX.

~~**GORMAN DISTRIBUTING CO., INC** - YES - 1701 TEXAS AVE. EL PASO, TX. 79904~~

LOGICAL CHOICE TECHNOLOGIES, INC. - N/A

3. LOCAL SALES PERSON TO WORK WITH REGION 19 COOP MEMBERS INCLUDING NAME, PLACE OF RESIDENCE, PHONE NUMBER, CELL PHONE, AND EMAIL ADDRESS?

BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA

JOSEPH WANG
HOUSTON AREA - 877-BIWAY DC (877-249-2938)
joseph@biwaymedia.com

AVX (D.W.COLLINGS, INC dba. AVX)

~~TERI ADAMS - BUSINESS DEVELOPMENT SPECIALIST~~
~~PETRA HARDY - OFFICE MANAGER PAUL GEESAMAN (AS OF 9/03/2013)~~
915-778-9111 (OFFICE) / ~~915-412-7621 (CELL)~~ / 915-771-7411 (FAX)
6600 MONTANA AVE. STE. Q
EL PASO, TX. 79925
~~teri@avxwholesale.com~~ - phardy@avxwholesale.com / 8paul@avxwholesale.com

DU MOTION AUDIO VISUAL & VIDEO, INC.

HAROLD DUQUESNAY
1601 MONTANA AVE.
EL PASO, TX.
915-532-2760 / 915-497-5010
harold@dumotionav.com

~~**GORMAN DISTRIBUTING CO., INC** removed as of 6/11/2013~~

~~MATT WALKER
1701 TEXAS AVE.
EL PASO, TX 79904
915-202-7265
gormandistributing@gmail.com~~

LOGICAL CHOICE TECHNOLOGIES, INC.

JEFF ROBERTS
ALABAMA
770-564-1044 / 334-652-2928
jeff.roberts@logicalchoice.com

REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION

4. NUMBER OF DELIVERY TRUCKS IN EL PASO AND/OR HUDSPETH COUNTIES?

BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA

UPS & FED EX & TRACKING COMPANY

AVX (D.W.COLLINGS, INC dba. AVX)

2 DELIVERY VEHICLES IN EL PASO / HUDSPETH COUNTIES

DU MOTION AUDIO VISUAL & VIDEO, INC.

3

GORMAN-DISTRIBUTING-CO., INC

5

LOGICAL CHOICE TECHNOLOGIES, INC.

NONE AT THIS TIME

5. YEARS DOING BUSINESS IN EL PASO SELLING ITEMS SUBMITTED FOR AWARD CONSIDERATION?

BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA

16 YEARS

AVX (D.W.COLLINGS, INC dba. AVX)

16 YEARS

DU MOTION AUDIO VISUAL & VIDEO, INC.

HAVE BEEN IN BUISNESS SINCE 1950

GORMAN-DISTRIBUTING-CO., INC

66 YEARS

LOGICAL CHOICE TECHNOLOGIES, INC.

1 YEAR

REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION

6. DOES VENDOR AGREE TO KEEP ALL ESC REGION 19 PURCHASING COOPERATIVE MEMBERS INFORMED WITH ELECTRONIC COPIES OF WHOLESALE/ PRICE LISTS DURING THE CONTRACT PERIOD, AS WELL AS PROVIDING ESC REGION 19 PURCHASING CURRENT ON ALL CURRENT MANUFACTURER PRICE LISTS REGARDLESS OF THE NUMBER GENERATED BY THE WHOLESALE MANUFACTURER? IF YES, PROVIDE DETAILS ON HOW THIS WILL BE FACILITATED:

BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA

YES, WE WILL EMAIL OUR CATALOGS TO ALL ESC REGION 19 COOPERATIVE MEMBERS.

AVX (D.W.COLLINGS, INC dba. AVX)

YES, OUR WEB SITE **AVXWHOLESALE.COM** WILL HAVE OUR UPDATED PRICE LIST. SINCE TECHNOLOGY PRODUCTS ARE ALWAYS IMPROVING AND CHANGING, WE WILL BE MAKING SURE THAT REGION 19 HAS A CURRENT COPY PRICE LIST EVERY 90 DAYS. CONTACT TERI ADAMS AT 915-778-9111 FOR INFORMATION.

DU MOTION AUDIO VISUAL & VIDEO, INC.

YES, PRICING AND CATALOGS WILL BE EMAILED TO ALL MEMBERS.

GORMAN DISTRIBUTING CO., INC

YES, WE WILL FAX AND EMAIL OUR CUSTOMERS.

LOGICAL CHOICE TECHNOLOGIES, INC.

YES, LOGICAL CHOICE TECHNOLOGIES, INC. HAS AN ECOMMERCE SOLUTION, BETTER KNOWN AS THE WEB STORE, WHICH IS CONSTANTLY UPDATED WITH THE LATEST PRODUCTS AND PRICE LISTS FROM OUR MANUFACTURES. A SPECIAL LOGIN WILL BE CREATED FOR ESC REGION 19 AND ALL COOPERATIVE MEMBERS TO REFLECT THE SPECIFIC CATALOGS REPRESENTED IN THIS PROPOSAL.

7. DOES VENDOR ACCESS A DELIVERY CHARGE ON ORDERS? IF YES, PROVIDE DETAILS INCLUDING MINIMUM ORDERS FOR DELIVERY TO BE INCLUDED, ETC:

BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA

YES, WE USE UPS / FEDEX REAL CHARGE TABLE

AVX (D.W.COLLINGS, INC dba. AVX)

WE DO OFFER DELIVERY TO OUR LOCAL AREA, ANY PURCHASES OVER \$250.00 WILL BE DELIVERED FREE OF CHARGE. PURCHASES UNDER \$250.00 WILL HAVE A \$10.00 FLAT FEE FOR DELIVERY.

DU MOTION AUDIO VISUAL & VIDEO, INC.

WE OFFER LOCAL DELIVERY IN EL PASO AT NO CHARGE.

GORMAN DISTRIBUTING CO., INC

~~NO, WE ARE LOCAL TO EL PASO, FREE DELIVERY ON ALL ORDERS.~~

LOGICAL CHOICE TECHNOLOGIES, INC.

NO, ALL ORDERS WILL COME WITH FREE DELIVERY.

REQUIRED QUESTIONS AND INFORMATION FOR AWARD CONSIDERATION

8. THIS SPACE FOR VENDOR TO PROVIDE ANY VALUE ADDED INFORMATION REGARDING ADDITIONAL DISCOUNTS FOR LARGE ORDERS (BE SPECIFIC), TRAINING, ACCESS TO TRAINING, AND OR ANY OTHER RESOURCES THAT CAN ENHANCE THE GOODS OFFERED IN THIS RFP;

BIWAY INTERNATIONAL, TECHNOLOGY, INC. dba. BIWAY MEDIA

FOR ALL BIWAY TURNKEY VIDEO/AUDIO EDITING SYSTEMS, BIWAY PROVIDES 3 HOURS FREE TRAINING AND 3 YEARS FREE APPLICATION SUPPORT. THIS TYPE OF SERVICES ARE SO VALUBLE TO ALL OUR CUSTOMERS.

AVX (D.W.COLLINGS, INC dba. AVX)

WE WOULD OFFER FREE CONSULTING TO ANY OF OUR ESC REGION 19 COOPERATIVE MEMBERS (CUSTOMERS). THIS WAY OUR CUSTOMERS WOULD BE GETTING WHAT THEY NEED FOR THE BEST VALUE AND BEST TECHNICAL SOLUTION. **(BEST CUSTOMER PRICING)**

DU MOTION AUDIO VISUAL & VIDEO, INC.

EQUIPMENT USED FOR INSTALLATION PROJECTS WILL BE QUOTED AS A PACKAGE AND WILL REFLECT IMPROVED PRICING.

GORMAN-DISTRIBUTING CO., INC

~~WE OFFER FREE DELIVERY ON ALL ORDERS.~~

LOGICAL CHOICE TECHNOLOGIES, INC.

N/R

Approved by: _____
(James R. Vasquez- Executive Director)
(James R. Vasquez- Executive Director)

Date: _____
(October 27, 2011)
(August 22, 2013)