

**RFP P09-097 Best and Final Offer (BAFO) Response Summary- Multi-Media Equipment, Components, Installation, Implementation**

Preferred  
 Opt 2  
 Opt 3  
 Opt 4  
 Included  
 Missing  
 Out Of Scope

Standard Components:	Price based on quantity of 2000-4000	CCS			CDWG			Data Projections			Dell			Best of Best
		Unit Price	Best	Warranty	Unit Price	Best	Warranty	Unit Price	Best	Warranty	Unit Price	Best	Warranty	
Multimedia Instruction Center (Cart)	Preferred: Da-Lite AT2C-42JFS	\$250.00	\$250.00	Lifetime	\$275.00	\$275.00	2 Year	\$259.90	\$259.90	Lifetime	\$272.79	\$272.79	2 Year	\$231.00
Management Controls and Network Management Solution	Preferred: Aurora WACI Pad 6	\$575.00	\$425.00	5 Year	\$630.00	\$630.00	5 Year	\$590.44	\$280.60	5 Year	\$480.46	\$480.46	3 year	\$281.00
	Option 2: Crestron QuickMedia	\$1,368.00		5 Year	\$0.00			\$1,881.45		5 Year				
	Option 3: Extron PVS 400 Four Input System - 42-110-03	\$0.00			\$0.00			\$3,144.10		3 Year				
Audio System	Preferred: Lightspeed CAT 855 (replacement for Lightspeed 820iR)	\$355.00	\$355.00	5 Year	\$362.00	\$362.00	5 Year	\$375.20	\$375.20	5 Year	\$824.74	\$824.74	2 Year	\$342.00
	Option 2: Extron PVS 204SA Plus Audio Video Switcher	\$0.00			\$0.00					3 Year				
Pendant style IR microphone	Preferred: Lightspeed REDMIKE	\$160.00	\$160.00	5 Year	\$162.50	\$162.50	5 Year	\$168.00	\$168.00	5 Year			2 Year	\$152.00
	Option 2: Extron VLM 2000, Two Pendants with Charging Station	\$0.00			\$0.00			\$980.20		3 Year				
Handheld Microphone	Preferred: Lightspeed REDMIKE w/dual charger	\$155.00	\$155.00	5 Year	\$160.00	\$160.00	5 Year	\$165.76	\$165.76	5 Year	\$180.41	\$180.41	2 Year	\$130.00
Speakers	Preferred: Lightspeed Flat Panel (MCQ)	\$120.00	\$120.00	5 Year	\$108.50	\$108.50	5 Year	\$115.00	\$115.00	5 Year			2 Year	\$108.50
	Option 2: Extron FF 120, Flat Field Speakers for Drop-In Tile Ceilings	\$0.00			\$0.00					3 Year				
Short Throw Projector	Preferred: 3M SCP740	\$1,640.00			\$1,587.00	\$1,120.00		\$1,118.88	\$1,118.88	3 Year	\$1,799.00		3 year	
	Option 2: Epson Powerlite 410W	\$798.00	\$798.00	3 Year	\$756.00			\$1,248.00			\$1,099.00	\$1,099.00		\$756.00
Short Throw Projector Wall Mount	Preferred: Premier Uni-Ext	\$215.00		Lifetime	\$219.00		3 Year	\$215.46	\$215.46	Lifetime	\$225.00	\$225.00	Lifetime	
	Option 2: Epson ELPMB24	\$125.00	\$125.00	Lifetime	\$123.00	\$123.00	Included	\$382.95			\$339.60			\$123.00
Document Camera	Preferred: Lumens DC 265	\$650.00		5 Year	\$1,000.00	\$650.00	5 Year	\$772.70		5 Year	\$532.21	\$532.21	5 Year	
	Option 2: QOMO QD3200	\$535.00	\$535.00	5 Year	\$0.00			\$528.24	\$528.24	5 Year				\$523.00
Projection Screen	Preferred: Da-Lite B #36465	\$105.00	\$105.00	2 Year	\$127.30	\$127.30	2 Year	\$126.10	\$126.10	2 Year	\$121.54	\$121.54	1 Year	\$97.50
Wireless Keyboard & Mouse	Preferred: Gyration Air Mouse Go Plus w/ full size keyboard, GYM100FKNA	\$155.00	\$155.00	2 Year	\$105.00	\$105.00		\$124.76	\$124.76	1 Year				\$105.00
USB Hub (As required)	Preferred: IOGear, GUH284R	\$50.00	\$50.00	3 Year	\$40.00	\$40.00	3 Year	\$36.21	\$36.21	1 Year	\$32.72	\$32.72	3 year	\$33.00
Ethernet Switch (As Required)	Preferred: Linksys 5 port Ethernet switch # SD-205	\$32.00	\$32.00	Lifetime	\$25.00	\$25.00	Lifetime	\$26.36	\$26.36	1 Year	\$29.39	\$29.39	5 Year	\$21.00
Wall Connection Box	Preferred: FSR WB-X2-GNG	\$175.00	\$175.00	Lifetime	\$0.00	\$0.00		\$153.44	\$78.88	5 Year	\$276.18	\$276.18	Lifetime	\$79.00
Two 6-outlet power strips permanently	Contractors choice	\$18.00	\$18.00	2 Year	\$0.00	\$0.00		\$10.07	\$10.07	1 Year				\$2.50
Installation & Implementation	Preferred: With VGA out	\$827.80	\$818.00	2 Year	\$219.00	\$219.00		\$698.50		1 Year	\$893.60	\$893.60	1 Year	\$195.00
	Option 2: Without VGA out			2 Year	\$189.00			\$685.00	\$685.00	1 Year	\$893.60		1 Year	
	Option 3: With standard ceiling projector mount in place of wall mount.			2 Year	\$189.00			\$730.00		1 Year	\$952.59		1 Year	
	Option 4: Indicate other possible installation savings based on component selections				\$0.00			\$0.00			\$995.06			
	Total Preferred	\$5,482.80	\$4,276.00		\$5,020.30	\$4,107.30		\$4,956.78	\$4,314.42		\$5,668.04	\$4,968.04		\$3,179.50
	Total Option 2	\$0.00	\$0.00		\$0.00			\$6,182.78			\$0.00			
	Total Option 3	\$0.00	\$0.00		\$0.00			\$7,271.97			\$0.00			
	Total Option 4	\$0.00	\$0.00		\$0.00			\$0.00			\$5,769.50			
Value Add items at no cost to AISD :														
	Crestron MPCM10	\$425.00						Controller	\$280.60	Crestron MPC-M5				
	Install	\$818.30						Controller	\$498.87	Crestron MPC-M10				
	Crestron quickmedia install	\$597.00						Wall Box	\$78.88	Liberty				
	Crestron MPCM5	\$300.00						Cart	\$372.10	VF1 WS101				

Optional Components:	Unit Price	Warranty	Unit Price	Warranty	Unit Price	Warranty	Unit Price	Warranty
Standard ceiling mount								
Price based on 800 rooms	Contractors Choice	\$62.00	Lifetime	\$90.00	2 Year	\$169.86	5 Year	\$822.70
Interactive Tablets (Slate)	Preferred: QOMO QIT30-FW	\$185.00	2 year	\$250.00	3 Year	\$176.70	2 Year	\$248.00
Installed price based on 800 rooms	Option 2: Mimio Pad	\$450.00	2 year	\$0.00		\$0.00		\$269.00

Standard Components:	Price based on quantity of 2000-4000	Enet			Intact			Martin & Young			National	Troxell		
		Unit Price	Best	Warranty	Unit Price	Best	Warranty	Unit Price	Best	Warranty	Unit Price	Unit Price	Best	Warranty
Multimedia Instruction Center (Cart)	Preferred: Da-Lite AT2C-42JFS	\$231.00	\$231.00	2 Year	\$249.50	\$249.50	Lifetime	\$228.62	\$228.62	2 Year		\$263.97	\$263.97	Lifetime
Management Controls and Network Management Solution	Preferred: Aurora WACI Pad 6	\$0.00			\$535.00		5 Year	\$542.90	\$542.90	5 Year		\$566.43	\$566.43	5 Year
	Option 2: Crestron QuickMedia	\$0.00			\$515.00	\$515.00	1 Year	\$2,052.00		1 Year		\$0.00		
	Option 3: Extron PVS 400 Four Input System - 42-110-03	\$1,799.00	\$1,799.00	5 Year	\$2,475.00		1 Year	\$2,469.00		5 Year		\$0.00		
Audio System	Preferred: Lightspeed CAT 855 (replacement for Lightspeed 820iR)	\$0.00			\$342.00	\$342.00	5 Year	\$342.00	\$342.00	5 Year		\$386.05	\$386.05	5 Year
	Option 2: Extron PVS 204SA Plus Audio Video Switcher	\$0.00			\$0.00					5 Year		\$0.00		
Pendant style IR microphone	Preferred: Lightspeed REDMIKE	\$0.00			\$155.00	\$155.00	5 Year	\$152.00	\$152.00	5 Year		\$169.38	\$169.38	5 Year
	Option 2: Extron VLM 2000, Two Pendants with Charging Station	\$495.00	\$495.00	5 Year	\$900.00		1 Year			5 Year		\$0.00		
Handheld Microphone	Preferred: Lightspeed REDMIKE w/dual charger	\$0.00			\$130.00	\$130.00	5 Year	\$153.00	\$153.00	5 Year		\$174.88	\$174.88	5 Year
Speakers	Preferred: Lightspeed Flat Panel (MCQ)	\$0.00			\$112.00	\$112.00	5 Year	\$104.00	\$104.00	5 Year		\$126.48	\$126.48	5 Year
	Option 2: Extron FF 120, Flat Field Speakers for Drop-In Tile Ceilings									5 Year		\$0.00		
Short Throw Projector	Preferred: 3M SCP740	\$1,635.64		3 Year	\$1,555.00		3 Year	\$1,753.00		2 Year		\$1,661.90		
	Option 2: Epson Powerlite 410W	\$1,108.80	\$1,108.00	2 Year	\$1,060.00	\$1,060.00	1 Year	\$1,079.00	\$1,079.00	2 Year		\$1,184.36	\$1,184.36	
Short Throw Projector Wall Mount	Preferred: Premier Uni-Ext	\$198.45	\$198.45	Lifetime	\$204.00	\$204.00	1 Year	\$203.00	\$203.00	2 Year		\$207.88	\$143.53	Lifetime
	Option 2: Epson ELPMB24	\$0.00			\$270.00		1 Year	\$391.14		2 Year		\$374.58		2 Year
Document Camera	Preferred: Lumens DC 265	\$712.95	\$712.95	5 Year	\$699.80	\$699.80	1 Year	\$810.42	\$810.42	2 Year		\$623.00		5 Year
	Option 2: QOMO QD3200	\$0.00			\$1,300.00		1 Year	\$0.00	\$0.00			\$522.46	\$522.46	5 Year
Projection Screen	Preferred: Da-Lite B #36465	\$103.95	\$103.95	2 Year	\$105.00	\$105.00	1 Year	\$97.50	\$97.50	2 Year		\$111.09	\$111.09	1 Year
Wireless Keyboard & Mouse	Preferred: Gyration Air Mouse Go Plus w/ full size keyboard, GYM100FKNA	\$115.70	\$115.70	1 Year	\$120.00	\$120.00	1 Year	\$126.00	\$126.00	90 Day		\$132.15	\$132.15	
USB Hub (As required)	Preferred: IOGear, GUH284R	\$32.67	\$32.67	5 Year	\$34.00	\$34.00	1 Year	\$35.88	\$35.88	90 Day		\$44.37	\$44.37	3 Year
Ethernet Switch (As Required)	Preferred: Linksys 5 port Ethernet switch # SD-205	\$21.75	\$21.75	2 Year	\$28.00	\$28.00	1 Year	\$21.00	\$21.00	90 Day		\$31.49	\$31.49	
Wall Connection Box	Preferred: FSR WB-X2-GNG	\$146.81	\$146.81	5 Year	\$158.00	\$158.00	1 Year	\$274.00	\$274.00	2 Year		\$311.32	\$311.32	1 Year
Two 6-outlet power strips permanently	Contractors choice	\$18.90	\$18.90	2 Year	\$8.25	\$8.25	90 Days	\$2.50	\$2.50	90 Day		\$26.36	\$26.36	Lifetime
Installation & Implementation	Preferred: With VGA out	\$625.00			\$195.00	\$195.00	5 Year	\$1,656.76		2 Year		\$1,859.17	\$1,859.17	2 Year
	Option 2: Without VGA out	\$595.00	\$595.00		\$195.00		5 Year	\$1,593.36	\$1,593.36	2 Year		\$1,859.17		2 Year
	Option 3: With standard ceiling projector mount in place of wall mount.	\$575.00			\$195.00		5 Year	\$2,089.86		2 Year		\$1,859.17		2 Year
	Option 4: Indicate other possible installation savings based on component selections	\$0.00			\$0.00									
	Total Preferred	\$6,136.82	\$5,579.18		\$4,630.55	\$4,115.55		\$6,502.58	\$5,765.18			\$6,695.92	\$6,053.49	
	Total Option 2	\$0.00			\$4,693.25			\$5,672.38				\$0.00		
	Total Option 3	\$5,341.92			\$6,312.80			\$8,630.66				\$0.00		
	Total Option 4	\$0.00			\$0.00			\$0.00				\$0.00		
Value Add items at no cost to AISD :														

Optional Components:	Unit Price	Warranty	Unit Price	Warranty	Unit Price	Warranty	Unit Price	Warranty
Standard ceiling mount								
Price based on 800 rooms	Contractors Choice	\$210.55	5 Year	\$85.00	3 Year	\$2,089.00	2 Year	\$143.53
Interactive Tablets (Slate)	Preferred: QOMO QIT30-FW	\$372.75	1 Year	\$350.00	1 Year	\$329.00	2 Year	\$211.91
Installed price based on 800 rooms	Option 2: Mimio Pad			\$470.00	1 Year	\$399.00	2 Year	