

School Board

Susan L. Valdes, Chair
Doretha W. Edgecomb, Vice Chair
April Griffin
Sally A. Harris
Carol W. Kurdell
Melissa Snively
Cindy Stuart



BUSINESS DIVISION

Superintendent of Schools
MaryEllen Elia

Deputy Superintendent
Jeff Eakins
Cathy L. Valdes

Chief Business Officer
Gretchen Saunders

General Manager of Procurement
Jean R. Bowman

January 26, 2015

Mr. Douglas Taylor
Encore Broadcast Solutions
2104 W. Kennedy Blvd.
Tampa, FL 33606

RE: ITB #14115-EST TV Studio Equipment
Purchase, Installation, Repair and Related Parts
Award start date January 21, 2015

Dear Mr. Taylor:

The School Board of Hillsborough County, Florida has awarded your company the above referenced contract. This award is limited to the full item description, specifications, quantities, conditions, and instructions to bidders as contained in the bid document.

This is not an authorization to ship the referenced items or to perform referenced services.

Purchase order(s) will be issued for these items or services, as needed, for the bid period beginning above. If you have any questions, please contact me at (813) 272-4272.

Sincerely,

Teri Solomon

Digitally signed by Teri Solomon
DN: cn=Teri Solomon, o=Hillsborough County Public
Schools, ou=Procurement Officer,
email=teri.solomon@sdhc.k12.fl.us, c=US
Date: 2015.01.26 16:17:47 -05'00'

HILLSBOROUGH COUNTY PUBLIC SCHOOLS- PROCUREMENT DEPARTMENT
901 EAST KENNEDY BOULEVARD, TAMPA, FLORIDA 33602

1

ITB #14115-EST TV Studio Equipment-Purchase, Installation, Repair, and Related Parts

AWARDED FROM:	January 21, 2015 through January 20, 2016				
DATE OPENED:	December 3, 2014				
DATE AWARDED:	January 20, 2015				
DEPARTMENT:	Technology Customer Service and Support				
DESCRIPTION OF ITB: Hillsborough County Public Schools issued an Invitation to Bid from qualified firms to provide for the purchase, installation, and repair of TV studio equipment and related parts, as needed throughout the district.					
RESPONDING VENDOR(S)	AWARDED VENDOR	HCPS OSD REGISTERED	CONTACT PERSON	TELEPHONE NUMBER	FAX NUMBER
EDCO-Education Consultants, Inc. 1201 Roberts Blvd., Suite 100, Kennesaw, GA 30144	N	N	Daniel Mendonca	(770) 720-0222	(770) 720-0777
Encore Broadcast Solutions 2104 W. Kennedy Blvd., Tampa, FL 33606	Y	Y	Douglas Taylor	(813) 253-2774	(813) 254-5907
Jersey Jim Towers 17722 US Highway 19 N., Clearwater, FL 33764	N	N	Jim Towers, Jr.	(727) 536-2232	(727) 530-9543
Troxell Communications, Inc. 1971 W. Lumsden Rd., PMB 148, Brandon, FL 33511	Y	N	Eric Blomquist	(813) 653-2690	(813) 653-2949

Failure to file a protest within the time prescribed in section 120.57(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under chapter 120, Florida Statutes.

74 bids were sent to vendors.

4 vendors responded to the bid. Their bids are tabulated and the recommended award is shaded.

70 vendors did not respond at all.

HILLSBOROUGH COUNTY PUBLIC SCHOOLS- PROCUREMENT DEPARTMENT
901 EAST KENNEDY BOULEVARD, TAMPA, FLORIDA 33602

2

ITB #14115-EST TV Studio Equipment-Purchase, Installation, Repair, and Related Parts			EDCO-Education Consultants, Inc.	Encore Broadcast Solutions	Jersey Jim Towers	Troxell Communications, Inc.
Item #	Description	UOM				
1	Camcorder, Canon Vixia HFR40	EA		423.50	328.00	*
2	Camcorder, Panasonic AG-HMC80PJ 3MOS AVCCAM	EA		2,159.00	2,290.00	*
3	4 Input Switcher System, Data Video SE-500KIT	EA		1,989.00	2,380.00	*
4	4 Input Switcher, SE-500	EA		1,100.00	1,280.00	*
5	Monitor, TLM702	EA		829.00	990.00	*
6	Monitor Holder, RKM572	EA		195.00	265.00	*
7	Microphone, Lavalier, Shure MX183	EA		167.00	190.00	*
8	Microphone, Lavalier, Shure SM586LC 20	EA		94.00	119.00	*
9	Production System, NewTek Tricaster, 455	EA		19,495.00	23,990.00	*
10	Lamp, Studio, Lowel FLE 400CM	EA		848.00	890.00	*
11	Lamp, Studio, Lowel FLE 200CM	EA		715.00	740.00	*
12	Lamp, Studio, Lowel FLS 55TU 3200K	EA		28.00	39.80	*
13	Foam, Widescreen, Audio-Technica AT8154	EA		19.50	28.10	*
14	Microphone, Wireless, Sennheiser EW 112PG3	EA		584.00	710.40	*
15	Microphone, Wireless, Sennheiser EW 135PG3	EA		556.00	690.00	*

HILLSBOROUGH COUNTY PUBLIC SCHOOLS- PROCUREMENT DEPARTMENT
901 EAST KENNEDY BOULEVARD, TAMPA, FLORIDA 33602

3

ITB #14115-EST TV Studio Equipment-Purchase, Installation, Repair, and Related Parts			EDCO-Education Consultants, Inc.	Encore Broadcast Solutions	Jersey Jim Towers	Troxell Communications, Inc.
Item #	Description	UOM				
16	Control Surface, Newtek, TC40CS	EA	2,015.00	1,798.00	2,294.00	*
17	Control Surface, Newtek, TC40E	EA	5,015.00	5,100.00	2,294.00	*
18	Control Surface, Newtek, Tricaster 460CS	EA	7,015.00	6,495.00	6,990.00	*
19	Control Surface, Newtek, Tricaster 860CS	EA	8,025.00	7,495.00	8,210.00	*
20	Control Surface, Newtek, Tricaster 8000CS	EA	15,025.00	14,495.00	16,490.00	*
21	Sound System Package, System III	EA		929.00		*
22	Sound System Package, System II	EA		1,539.00		*
23	Sound System Package, System I	EA		3,115.00		*
24	Service Call Charge	EA		45.00		*
25	Labor Rate, during normal school hours	HR		95.00		*
26	Installation, Lighting Fixture, Mounted in Ceiling Grids	EA		75.00		*
27	Installation, Lighting Fixture, Mounted in Pipe Grids	EA		75.00		*
28	Installation, Lighting Fixture, Mounted on Light Stands	EA		75.00		*
29	Balance of Line-All Proposed Manufacturers and Other Related Parts, Supplies, and Accessories			0-15%		1-60%

13.4 PRICING

"Bid Only, "Only", "Or Equal", "Approved Brands", "No Substitutes" - When an item appearing in this bid document is listed by a registered trade name and the wording "no substitute, bid only or only" is indicated, only that trade-named item will be considered. Specifications in this document may reference specific manufacturers' products and list their model or part numbers, followed by the words "or equal", or "approved brands". Unless the words "only" or "No Substitutes" is used in place of "or equal", these references are intended to establish a quality and performance standard only. Anything listed, herein, of a proprietary nature is done so without express knowledge or intent to exclude other manufacturers' products from consideration. All changes are indicated in RED text.

Item #	Description (Brand Model)	Bid Only/ Or Equal	Estimated Quantity	Unit Price
1	Camcorder, 3CCD, AVCHD Panasonic AGHMC80PJ DELETE ITEM	☒ Bid Only/ ☐ Or Equal	2	
2	Camcorder, Canon Vixia HF R50 KIT	☒ Bid Only/ ☐ Or Equal	4	\$423.50
3	Camcorder, Panasonic AG-HMC80PJ 3MOS AVCCAM HD Shoulder-Mount Camcorder with HD & SD Recording	☒ Bid Only/ ☐ Or Equal	10	\$2,159.00
4	4 Input Switcher System, Data Video SE-500KIT, to include SE-500 4 Input switcher, TLM702 Monitor, RKM572 Holder	☒ Bid Only/ ☐ Or Equal	14	\$1,989.00
5	4 Input Switcher, SE-500	☒ Bid Only/ ☐ Or Equal	5	\$1,100.00
6	Monitor, TLM702	☒ Bid Only/ ☐ Or Equal	5	\$829.00
7	Monitor Holder, Data Video RKM572	☒ Bid Only/ ☐ Or Equal	5	\$195.00
8	Microphone, Lavalier, Shure MX183	☒ Bid Only/ ☐ Or Equal	8	\$167.00
9	Microphone, Handheld, Shure SM58LC	☒ Bid Only/ ☐ Or Equal	20	\$94.00
10	Production System, NewTek Tricaster, 455 TRICASTER 460E	☒ Bid Only/ ☐ Or Equal	1	\$19,495.00

Item #	Description (Brand Model)	Bid Only/ Or Equal	Estimated Quantity	Unit Price
11	Lighting Fixture, Studio, Lowel FLE 400CM	☒ Bid Only/ ☐ Or Equal	3	\$848.00
12	Lighting Fixture, Studio, Lowel FLE 200CM	☒ Bid Only/ ☐ Or Equal	4	\$715.00
13	Lighting Fixture, Studio, Lowel FLS 55TU 3200K	☒ Bid Only/ ☐ Or Equal	30	\$28.00
14	Foam, Widescreen, Audio-Technica AT8154	☒ Bid Only/ ☐ Or Equal	12	\$19.50
15	Microphone, Wireless, Sennheiser EW 112PG3	☒ Bid Only/ ☐ Or Equal	2	\$584.00
16	Microphone, Wireless, Sennheiser EW 135PG3	☒ Bid Only/ ☐ Or Equal	2	\$556.00
17	Control Surface, Newtek, TC40CS	☒ Bid Only/ ☐ Or Equal	5	\$1,798.00
18	Control Surface, Newtek, TC40E	☒ Bid Only/ ☐ Or Equal	1	\$5,100.00
19	Control Surface, Newtek, Tricaster 460CS	☒ Bid Only/ ☐ Or Equal	1	\$6,495.00
20	Control Surface, Newtek, Tricaster 860CS	☒ Bid Only/ ☐ Or Equal	1	\$7,495.00
21	Control Surface, Newtek, Tricaster 8000CS	☒ Bid Only/ ☐ Or Equal	1	\$14,495.00
22	Sound System Package, System III, to include the following components: Peavey Escort 600, PVi microphone with cable, digital multi-effects, USB/MP3 player, blue tooth, FLS feedback location, folding speaker stands, all cables and wheels. 600 watt/9 channel stereo.	Package Price: \$ 929.00		
23	Sound System Package, System II, complete turnkey plug and play system to include the following components: (1) PVi8500 mixer/amp with blue tooth, (1) Monster power AC Strip (PRO600), (1) MRC-80 open rack, (1) UCD 100 CD/USB player 9-rack, (2) PSS980 speaker stands, (2) PVX12 speakers, (2) 25 ft. Speakon speaker cables, (1) PVMSP1 microphone/boom stand/cable 400 watt dual amplifier.	Package Price: \$ 1,539.00		

Item #	Description (Brand Model)	
24	Sound System Package, System I, complete turnkey plug and play system to include the following components: (1) ProLok 16 rolling rack case with mixer rack, (1) PV14USB Mixer, (1) UCD 100 CD/MP3 player (rack), (1) PV IPR3000 power amp with processor, (1) Blue Deck blue tooth rack, (2) PVX15 speakers, (1) Audio Technica System 10 wireless microphone (digital), (2) PSS980 speaker stands, (1) Monster power AC Strip (PRO600), (2) 25 ft. speakon speaker cables. All components wired to mixer, (2) speakon 4-pole mounts on side of rack for speaker connections, and cable for iPhone/computer input. 3000 watt.	Package Price: \$ 3,115-
25	Service Call Charge	\$ 45- /EA
26	Labor Rate, during normal school hours	\$ 95- /HR
27	Installation, Lighting Fixture, Mounted in Ceiling Grids	\$ 75- /HR
28	Installation, Lighting Fixture, Mounted in Pipe Grids	\$ 75- /HR
29	Installation, Lighting Fixture, Mounted on Light Stands	\$ 75- /HR

☒ CATALOG/RELATED PARTS

If box is checked the following applies to this bid. Please complete as applicable.

Discount pricing will be used for unspecified miscellaneous related items, also referred to as "Balance of Line" or catalog items. Any discounts offered will remain firm for the contract term.	Description (Catalog Name & Year) (If applicable)	Quantity Breaks (if applicable)	Discount % off List Pricing	Exceptions
Balance of Line-Acer			15%	
Balance of Line-APC			15%	
Balance of Line-Audio Technica			15%	
Balance of Line-Bogan			15%	
Balance of Line-Canon			15%	

7 (pg 33 of 39)

Discount pricing will be used for unspecified miscellaneous related items, also referred to as "Balance of Line" or catalog items. Any discounts offered will remain firm for the contract term.	Description (Catalog Name & Year) (If applicable)	Quantity Breaks (if applicable)	Discount % off List Pricing	Exceptions
Balance of Line-Data Video			15%	
Balance of Line-Eaton			15%	
Balance of Line-LG			15%	
Balance of Line-Lowel			15%	
Balance of Line-Newtek			0	
Balance of Line-Sennheiser			15%	
Balance of Line-Peavey			15%	
Balance of Line-Shure			15%	
Balance of Line-TEC			15%	
Balance of Line-Tricaster			0	Same as Newtek
Balance of Line-All Other Related Parts, Supplies, and Accessories			15%	
Other: MANUFACTURERS EXCISE IS AN AUTHORIZED DEDUCT FOR =			15%	See attached.
Other:				
Other:				



2104 West Kennedy Blvd. Tampa, Florida 33606-1535
Ph (813) 253-2774 Fax (813) 254-5907
Website: www.encorebroadcast.com
Email: dtaylor@encorebroadcast.com

RE: ITB# 14115-EST – TV Studio Equipment

Page 1 of 3

List of Manufacturers and Discount Off MSRP

ENCORE is an authorized dealer for each of the manufacturers listed.

ENCORE offers a 15% discount off of MSRP for the following manufacturers:

Acme Micro Systems	Lectrosonics
Adobe	Leightronix
AJA	LG
Altinex	Libec
AMX	LifeSize
Analog Way	Light Source
Anchor Audio	Link Electronics
Angenieux	Listen Technologies
Anton Bauer	LiveStream
APC	Logitech
Applied Magic	Lowel Lighting
ARRI	Mackie Designs
Atlas Sound	Manfrotto Tripods
Atlona	Marshall Electronics
Audio-Technica	Master Clock
Audix	Matrox
AVID	Matthews Studio Equipment
Avitech	Microboards Technology
AXIS Communications	Middle Atlantic Products
Barco	Miller Tripod Systems
BEC Group	Mirror Image
Behringer	Mohawk Cables
Belden	Moog
BenQ	Music 2 Hues
Beyerdynamic	Nady Systems
BiAmp Systems	Navitar
Bittree	Network Technologies
Blackmagic Design	Neutrik
Blonder Tongue	Newtek
Boland	Olympic Cases
Bosch Communications	Optima
Brightline	Panasonic Professional
Broadcast Pix	Paso Sound
Burst Electronics	Peerless-AV



2104 West Kennedy Blvd. Tampa, Florida 33606-1535

Ph (813) 253-2774 Fax (813) 254-5907

Website: www.encorebroadcast.com

Email: dtaylor@encorebroadcast.com

Manufacturers Continued:

Page 2 of 3

Calzone Cases	Pelican Cases
Canon USA	PESA
Century Precision Optics	Planar
Chief Manufacturing	Porta-Brace
Chimera Lighting	PreSonus
ChyTV	Prime Time Lighting
ChyronHego	Prompter People
Cisco Systems	Radio Design Labs
Clark Wire & Cable	Rapco / Horizon
Clear-Com	Raxxess Racks
Cobalt Digital	Rip-Tie
Communications Specialties	Rode Microphones
Compix CG	Roland
Comprehensive Cable	Rolls
Countryman	Ross Video
Crestron Electronics	Sabine
Crown Audio	Sachtler
Dalite Screens	Samson
DataVideo	Samsung
DBX Professional	Schneider Optics
DeSisti	Sennheiser
Digital Projection	Sharp
Dorrough	Shinning Technologies
Draper	Shure
DSan	Sierra Video
Eartec	Smith Victor
eDIROL	Sony Professional
Eiki	Soundsphere
Elation	Stedcam
Electro-Voice	SVSI
Elmo	Switchcraft
Ensemble Designs	Switronix
Epson	Tascam / TEAC
ESE	TBC Consoles
Extron Electronics	Telemetrics
FEC Rackmounts	Telex
Fibertronics	Thales
FM Systems	Tiffen
FOR-A	Tightrope Media Systems
Forecast Consoles	TOA
FrameRate	ToteVision



2104 West Kennedy Blvd. Tampa, Florida 33606-1535

Ph (813) 253-2774 Fax (813) 254-5907

Website: www.encorebroadcast.com

Email: dtaylor@encorebroadcast.com

Manufacturers Continued:

Page 3 of 3

Frezzi	TurboSound
FSR	TV One / Magenta
Fujinon Lenses	VAC
Furman	Vaddio
Gefen	VariZoom
Gentner	Videotek
Gepco	Videssence
Grass Valley	Viking Cases
HaiVision	Vinten
Hile's Curtains	Visionary Solutions
Hitachi	Vutec
HME	We Present
Hosa	Wescott
Hotronic	West Penn
Hewlett-Packard	Winsted
Ikan	WolfVision
JBL	
JonyJib	
Juice Goose	
JVC Professional	
Kata Bags	
Knox Video	
Kramer Electronics	
KWorld	
LaCie	
Leader Instruments	

*Freight Charges will be added to Forecast, TBC, & Winsted Furniture

ENCORE will also offer a 15% discount off MSRP on additional items/manufacturers required to complete a TV Studio and Sound Reinforcement Facilities.

All other manufacturers will be shipped FOB Destination.

Signed _____

Date 12/02/2014