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**MEMORANDUM**

**TO: Members of the School Board  
Dr. Todd Bowden, Superintendent  
Mitsi Corcoran, Chief Financial Officer**

**FROM: Carol A. Lichon, CPPO, Director of Materials Management**

**TITLE: APPROVAL TO AWARD BID #17-0401 FOR HIGH DEFINITION  
DOCUMENT CAMERA & RELATED SERVICES**

Bids to provide 'High Definition Document Camera & Related Services' were received from two vendors on April 5, 2017. The bid of Troxell Communications, Inc., was the best low bid meeting the advertised specifications. This bid is for a period of one year with an option to renew for two additional one-year periods. The funds for these purchases are contained in the transfer from capital budget allocated to the Information Technology Department.

**Requested by:**  
Joe Binswanger

“Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest 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.”

Posting Date: 04/25/2017

**Fiscal Impact:**  
Not to exceed  
\$420,000.00

**Recommended Motion:** That the bid of Troxell Communications, Inc., for ' High Definition Document Camera & Related Services' in an amount not to exceed \$420,000.00, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for High Definition Document Camera and Related Services - Bid #17-0401

Opened April 5, 2017 at 2:00 p.m.

ITEM & DESCRIPTION		Each	Engaged Learning Solutions, Inc.		Troxell Communications, Inc.	
			Unit Price	Extended Price	Unit Price	Extended Price
1.	<p>Document camera with the following specifications: optical zoom 10x; digital zoom 12x; mechanical zoom 10x; output resolutoin XGA, SXGA, WXGA, and 1080p; frames rate 30fps; shooting area 400 x 300mm; lamp LED lamp x2; arm gooseneck; internal power supply (100-240VAC); input VGA, HDMI; output VGA, HDMI, C-Video; built-in microphone; audio (phone) out; memory slot USB flash drive; built in memory 240 pictures, auto Tune AF/AE/AWB; image mode photo, text, normal, slide, gray, microscope, film; image rotation 0°/180°/flip/mirro; standalone AV recording; freeze; mask/spotlight; projector mode DLP/LCD. Delivery is included in the unit price bid.</p> <p>Lumens Model DC-193 High-Definition Document Camera or approved alternate.</p>	1000	\$430.00	\$430,000.00	<b>\$420.00</b>	<b>\$420,000.00</b>
	Indicate included manufacturer's warranty:		5 Year Unlimited Replacement Warranty		<b>5 Years</b>	
2.	<p>Training provided by qualified manufacturer's representative for each purchasing location within two weeks of SBSC request. Quoted price is per session which includes all travel expenses to and from the requested location as well as any training materials to be distributed at the training session.</p> <p>Please list below all details of the training session (i.e. duration, content of demonstration materials provided).</p>	1	\$0	\$0	<b>\$0</b>	<b>\$0</b>

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for High Definition Document Camera and Related Services - Bid #17-0401

Opened April 5, 2017 at 2:00 p.m.

	Engaged Learning Solutions, Inc.	Troxell Communications, Inc.
Notes:	Training will cover document camera features and functionality as well as specific applications for classroom use. Training duration typically lasts 45-60 minutes.	<p>Lumens TRAINING included with purchase of cameras - Discussion on multiple ways the document camera can be connected to various devices i.e, computer, projector, interactive white board - Details on how to use each of the functions within the menu, document camera panel, and remote control - Demonstration on how to use the Ladibug software - Proper use and warranty of the document camera will be covered - Discussion on the many uses of a document camera (handout provided)</p> <p><b>**NOTE: Laptop or computer with Lumens Ladibug Image Software should be installed prior to training</b></p>
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