



**To:** Bill Powell  
Assistant Superintendent for Support Services

**From:** Jennifer Chiu  
Director of Procurement Services

**Date:** January 28, 2022

**Re:** Audio Visual Supplies  
Annual Contract # 22-03-4520R-RFP

The following proposals were received and opened at 3:00 p.m., Friday, January 28, 2022, as advertised and specified in documents concerning **Annual Contract # 22-03-4520R-RFP Audio Visual Supplies**. The proposals received are located on pages 2-7.

Award contracts to each of the vendors listed at the discount noted.

**Funding:** Activity Funds, Bond Funds, Grant Funds, M & O Funds

**Estimated Expenditure:** \$1,000,000.00

**Contract Term:** March 1, 2022 - February 28, 2023

**Renewal:** 2 Years

ja

**Line 1 Stage and Arena Sound Equipment and Parts**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
A V Pro, Inc.	0.00%
Adorama Inc.	5.00%
ALTEX ELECTRONICS LTD.	0.00%
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0.50%
Conquest Sound	0.00%
Covenant Communications	5.00%
EDUCATORS DEPOT INC	10.00%
Focus Camera LLC	10.00%
Ford Audio Video	10.00%
Full Compass Systems LTD	10.00%
GTS Technology Solutions, Inc.	1.00%
HOWARD TECHNOLOGY SOLUTIONS (HOWARD INDUSTRIES INC)	0.00%
Master Audio Visual Inc.	1.00%
MCA Communications, Inc.	30.00%
McCormick's Group, LLC	0.00%
Network Cabling Services, Inc.	10.00%
ProComputing Corporation	2.00%
Relax Audio Visual LLC	5.00%
Romeo Music	10.00%
School Outfitters (Schoolhouse Outfitters)	2.00%
School Specialty, LLC	35.00%
Sweetwater	0.00%
Techland (Bright Star Productions, Inc. / DBA Techland)	10.00%
Visual Techniques Inc	10.00%

**Line 2 Stage and Arena Lighting Equipment and Parts**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
A V Pro, Inc.	0.00%
Adorama Inc.	5.00%
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0.50%
Barbizon Light of THe Rockies	0.00%
Conquest Sound	0.00%
Covenant Communications	10.00%
Focus Camera LLC	10.00%
Ford Audio Video	10.00%
Full Compass Systems LTD	10.00%
GTS Technology Solutions, Inc.	0.00%
HOWARD TECHNOLOGY SOLUTIONS (HOWARD INDUSTRIES INC)	0.00%
Master Audio Visual Inc.	1.00%
MCA Communications, Inc.	30.00%
ProComputing Corporation	2.00%
Relax Audio Visual LLC	5.00%
Romeo Music	10.00%
School Outfitters (Schoolhouse Outfitters)	2.00%
Sweetwater	0.00%
Techland (Bright Star Productions, Inc. / DBA Techland)	10.00%
Texas Scenic Company, Inc.	0.00%
Visual Techniques Inc	10.00%

**Line 3 TV Studio Equipment and Accessories (remote controls, wall mounts, etc.)**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Adorama Inc.	5.00%
ALTEX ELECTRONICS LTD.	0.00%
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0.50%
Barbizon Light of THe Rockies	0.00%
Conquest Sound	0.00%
Covenant Communications	5.00%
EDUCATORS DEPOT INC	10.00%
Focus Camera LLC	10.00%
Ford Audio Video	10.00%
Full Compass Systems LTD	10.00%
GTS Technology Solutions, Inc.	0.00%
HOWARD TECHNOLOGY SOLUTIONS (HOWARD INDUSTRIES INC)	2.00%
Master Audio Visual Inc.	1.00%
MCA Communications,Inc.	30.00%
Network Cabling Services, Inc.	5.00%
ProComputing Corporation	2.00%
Relax Audio Visual LLC	5.00%
Romeo Music	10.00%
School Outfitters (Schoolhouse Outfitters)	2.00%
School Specialty, LLC	14.00%
Techland (Bright Star Productions, Inc. / DBA Techland)	10.00%
Visual Techniques Inc	10.00%

**Line 4 Cables for Audio Visual Equipment**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
3-C TECHNOLOGY, LLC	10.00%
A V Pro, Inc.	0.00%
ACP Direct (Affordable Computer Products, Inc.)	0.00%
Adorama Inc.	5.00%
ALTEX ELECTRONICS LTD.	3.00%
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0.50%
Barbizon Light of THe Rockies	0.00%
Conquest Sound	0.00%
Covenant Communications	10.00%
EDUCATORS DEPOT INC	10.00%
Focus Camera LLC	12.00%
Ford Audio Video	10.00%
Full Compass Systems LTD	10.00%
GTS Technology Solutions, Inc.	1.00%
HOWARD TECHNOLOGY SOLUTIONS (HOWARD INDUSTRIES INC)	2.00%
Master Audio Visual Inc.	1.00%
MCA Communications,Inc.	30.00%
McCormick's Group, LLC	0.00%
Network Cabling Services, Inc.	20.00%
Northstar AV (NSAV, INC)	7.00%
ProComputing Corporation	2.00%
Relax Audio Visual LLC	5.00%
Romeo Music	10.00%
School Outfitters (Schoolhouse Outfitters)	2.00%
Sweetwater	0.00%
Techland (Bright Star Productions, Inc. / DBA Techland)	10.00%
Visual Techniques Inc	10.00%

**Line 5 Camcorders and Accessories**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
3-C TECHNOLOGY, LLC	10.00%
Adorama Inc.	5.00%
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0.50%
Conquest Sound	0.00%
Covenant Communications	5.00%
Focus Camera LLC	10.00%
Ford Audio Video	10.00%
Full Compass Systems LTD	5.00%
GTS Technology Solutions, Inc.	0.00%
HOWARD TECHNOLOGY SOLUTIONS (HOWARD INDUSTRIES INC)	0.00%
Master Audio Visual Inc.	1.00%
MCA Communications, Inc.	30.00%
ProComputing Corporation	2.00%
Relax Audio Visual LLC	7.00%
Romeo Music	10.00%
School Outfitters (Schoolhouse Outfitters)	2.00%
School Specialty, LLC	14.00%
Sweetwater	0.00%
Techland (Bright Star Productions, Inc. / DBA Techland)	10.00%
Visual Techniques Inc	10.00%

**Line 6 Headsets**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
3-C TECHNOLOGY, LLC	10.00%
ACP Direct (Affordable Computer Products, Inc.)	0.00%
Adorama Inc.	5.00%
ALTEX ELECTRONICS LTD.	0.00%
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0.50%
Barbizon Light of THe Rockies	0.00%
Conquest Sound	0.00%
Covenant Communications	5.00%
Educate-Me (Garden State Micro, Inc.)	5.00%
EDUCATORS DEPOT INC	10.00%
Focus Camera LLC	10.00%
Ford Audio Video	10.00%
Full Compass Systems LTD	10.00%
GTS Technology Solutions, Inc.	1.00%
HOWARD TECHNOLOGY SOLUTIONS (HOWARD INDUSTRIES INC)	2.00%
Master Audio Visual Inc.	1.00%
MCA Communications, Inc.	30.00%
McCormick's Group, LLC	0.00%
Network Cabling Services, Inc.	5.00%
Northstar AV (NSAV, INC)	7.00%
ProComputing Corporation	2.00%
Relax Audio Visual LLC	5.00%
Romeo Music	10.00%
School Outfitters (Schoolhouse Outfitters)	2.00%
School Specialty, LLC	14.00%
Sweetwater	0.00%
Techland (Bright Star Productions, Inc. / DBA Techland)	10.00%
Visual Techniques Inc	10.00%

**Line 7 Microphone and Accessories**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
3-C TECHNOLOGY, LLC	10.00%
A V Pro, Inc.	0.00%
ACP Direct (Affordable Computer Products, Inc.)	0.00%
Adorama Inc.	5.00%
ALTEX ELECTRONICS LTD.	0.00%
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0.50%
Conquest Sound	0.00%
Covenant Communications	10.00%
EDUCATORS DEPOT INC	10.00%
Focus Camera LLC	10.00%
Ford Audio Video	10.00%
Full Compass Systems LTD	5.00%
GTS Technology Solutions, Inc.	1.00%
HOWARD TECHNOLOGY SOLUTIONS (HOWARD INDUSTRIES INC)	2.00%
Lightspeed Technologies, Inc.	22.00%
Master Audio Visual Inc.	1.00%
MCA Communications, Inc.	30.00%
McCormick's Group, LLC	0.00%
Network Cabling Services, Inc.	20.00%
ProComputing Corporation	2.00%
Relax Audio Visual LLC	3.00%
Romeo Music	10.00%
School Outfitters (Schoolhouse Outfitters)	2.00%
School Specialty, LLC	14.00%
Sweetwater	0.00%
Techland (Bright Star Productions, Inc. / DBA Techland)	10.00%
Visual Techniques Inc	10.00%

**Line 8 Projectors and Accessories**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
3-C TECHNOLOGY, LLC	10.00%
A V Pro, Inc.	0.00%
ACP Direct (Affordable Computer Products, Inc.)	0.00%
Adorama Inc.	5.00%
ALTEX ELECTRONICS LTD.	0.00%
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0.50%
Barbizon Light of THe Rockies	0.00%
Conquest Sound	0.00%
Covenant Communications	10.00%
Educate-Me (Garden State Micro, Inc.)	8.00%
EDUCATORS DEPOT INC	10.00%
Focus Camera LLC	10.00%
Ford Audio Video	10.00%
Full Compass Systems LTD	5.00%
GTS Technology Solutions, Inc.	1.00%
HOWARD TECHNOLOGY SOLUTIONS (HOWARD INDUSTRIES INC)	2.00%
Master Audio Visual Inc.	1.00%
MCA Communications, Inc.	25.00%
Network Cabling Services, Inc.	5.00%
Northstar AV (NSAV, INC)	10.00%
ProComputing Corporation	2.00%
PURELAND SUPPLY LLC	15.00%
Relax Audio Visual LLC	5.00%

**Line 8 Projectors and Accessories (continued)**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Romeo Music	5.00%
School Outfitters (Schoolhouse Outfitters)	2.00%
School Specialty, LLC	14.00%
Specialty Bulb Co Inc	20.00%
Sweetwater	0.00%
Visual Techniques Inc	10.00%

**Line 9 Photography Accessories**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
3-C TECHNOLOGY, LLC	10.00%
Adorama Inc.	5.00%
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0.50%
Conquest Sound	0.00%
Covenant Communications	0.00%
Focus Camera LLC	11.00%
Ford Audio Video	10.00%
FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)	0.00%
Full Compass Systems LTD	0.00%
GTS Technology Solutions, Inc.	0.00%
Master Audio Visual Inc.	1.00%
MCA Communications, Inc.	30.00%
ProComputing Corporation	2.00%
Relax Audio Visual LLC	5.00%
Romeo Music	5.00%
School Outfitters (Schoolhouse Outfitters)	2.00%
School Specialty, LLC	14.00%
Techland (Bright Star Productions, Inc. / DBA Techland)	10.00%
Visual Techniques Inc	10.00%

**Line 10 Miscellaneous Audio Visual Supplies**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
3-C TECHNOLOGY, LLC	10.00%
A V Pro, Inc.	0.00%
ACP Direct (Affordable Computer Products, Inc.)	0.00%
Adorama Inc.	5.00%
ALTEX ELECTRONICS LTD.	3.00%
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
B&H Photo-Video-Pro-Audio (B & H Foto & Electronics Corp.)	0.50%
Barbizon Light of THe Rockies	0.00%
Conquest Sound	0.00%
Covenant Communications	5.00%
EDUCATORS DEPOT INC	10.00%
Focus Camera LLC	10.00%
Ford Audio Video	10.00%
FREESTYLE PHOTOGRAPHIC SUPPLIES (FREESTYLE SALES COMPANY)	0.00%
Full Compass Systems LTD	5.00%
GTS Technology Solutions, Inc.	1.00%
HOWARD TECHNOLOGY SOLUTIONS (HOWARD INDUSTRIES INC)	2.00%
Lightspeed Technologies, Inc.	22.00%
Master Audio Visual Inc.	1.00%
MCA Communications, Inc.	30.00%
McCormick's Group, LLC	0.00%
Network Cabling Services, Inc.	5.00%
ProComputing Corporation	2.00%

**Line 10 Miscellaneous Audio Visual Supplies (continued)**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
Relax Audio Visual LLC	9.00%
Romeo Music	10.00%
School Outfitters (Schoolhouse Outfitters)	2.00%
School Specialty, LLC	35.00%
Specialty Bulb Co Inc	20.00%
Sweetwater	0.00%
Techland (Bright Star Productions, Inc. / DBA Techland)	10.00%
Texas Scenic Company, Inc.	0.00%
Visual Techniques Inc	10.00%

**Line 11 Rentals of Audio Visual Equipment and Supply Items**

<u>SUPPLIER</u>	<u>PERCENT OFF</u>
AVES AUDIO VISUAL SYSTEMS, INC.	3.00%
Conquest Sound	0.00%
Covenant Communications	0.00%
Ford Audio Video	10.00%
Full Compass Systems LTD	0.00%
GTS Technology Solutions, Inc.	0.00%
Master Audio Visual Inc.	1.00%
ProComputing Corporation	2.00%
Relax Audio Visual LLC	12.00%
Techland (Bright Star Productions, Inc. / DBA Techland)	10.00%
Visual Techniques Inc	10.00%