

# PURCHASING AGENDA SUMMARY

**January 15, 2013**

(School Board Meeting Date)

**Key to Bid Categories:** **CAN** = Bid Cancellation, **CB** = Co-op Bid, **CT** = Contract Termination, **DN** = Direct Negotiation, **ER** = Emergency Ratification, **EX** = Bid Extension, **HPS** = Highest Point Score, **LRB** = Lowest Responsive Bid, **PB** = Piggy-Back Bid, **PS** = Professional Services, **RA** = Revised Award, **RB** = Re-Award Bid, **REJ** = Bid Rejection, **RFP** = Request for Proposal, **RN** = Bid Renewal, **SC** = State Contract, **SP** = Sale of Property, **SS** = Sole Source

<i>BID NUMBER</i>	<i>BID TITLE</i>	<i>BID CAT.</i>	<i>BID TERM</i>	<i>DESTINATION / REQUESTER</i>	<i>*FUND/ CC</i>	<i>**PROJECT /SUBPROJ</i>	<i>RECOMMENDED VENDOR</i>	<i>TOTAL \$ by VENDOR</i>	<i>TOTAL \$ of BID</i>	<i>COMMENTS</i>
13-968-115	Closed Circuit Television System Installation	HPS	1yr.	County Wide Rodger Williams	Various	Various	Cablelink Network Services, Inc. Integrated Systems of Florida, Inc. A-Tech Consulting, Inc.	Unknown	750,000.00 (maximum estimate)	<b><i>Rationale:</i></b> New installations and upgrades of surveillance security systems.
13-340-111	Fire Protection Systems: Maintenance,& Repair Services, Water Based	HPS	2 yrs.	County Wide Rodger Williams	Various	Various	Piper Fire Protection, Inc.	200,000.00	200,000.00 (maximum estimate)	
13-968-108	Access Control Systems: Installation, Maintenance & Repairs	HPS	1yr.	County Wide Rodger Williams	Various	Various	Integrated Systems of Florida	125,000.00	125,000.00 (maximum estimate)	
13-200-110	Shoes, Slip- Resistant (Re- Bid)	LRB	2 yr.	Food Service Dept. Art Dunham	0410/5470	9502	Shoes For Crews	101,000.00	101,000.00 (maximum estimate)	

**\*Key to Fund Sources:**

0100: General Operating    0150: Workforce Development    03XX: Capital    0410: Food Service    0420: Contracted Programs    043X: ARRA Stimulus

**\*\*Key to Categorical Sources:**

23XX: Referendum Funds

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13-340-112	Fire Protection Systems: Inspection & Testing Services, Water Based	LRB	2 yrs.	County Wide Rodger Williams	0371/5370	3000/3000	Hansel Innovations, Inc.	85,000.00	85,000.00 (maximum estimate)	
13-345-085	First Aid Supplies	LRB	1 yr.	Warehouse Dept. Joe Zihala	0100/5800		Clearwater Distribution, Inc. d/b/a Gulfstar Supply Co. Henry Schein, Inc. Suncoast Surgical & Medical Supply, LLC Zee Medical Service	Unknown	53,000.00 (maximum estimate)	
13-422-129-PB	Furniture, Classroom	PB	2 yrs.	WPSC Warehouse County Wide Joe Zihala Linda Balcombe	Various	Various	Virco, Inc.	120,000.00	120,000.00 (maximum estimate)	<b><i>Rationale:</i></b> Utilizing U.S. Communities Master Agreement No. 0204011.

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<i>BID NUMBER</i>	<i>BID TITLE</i>	<i>BID CAT.</i>	<i>BID TERM</i>	<i>DESTINATION / REQUESTER</i>	<i>*FUND/ CC</i>	<i>**PROJECT /SUBPROJ</i>	<i>RECOMMENDED VENDOR</i>	<i>TOTAL \$ by VENDOR</i>	<i>TOTAL \$ of BID</i>	<i>COMMENTS</i>
13-422-083-RA	Furniture, All Types	RA	3 yrs.	County Wide Joe Zihala Linda Balcombe	Various	Various	Ernie Morris Enterprises, Inc.	N/A	N/A	<b><i>Rationale:</i></b> The original renewal of bid 13-422-083-RN was board approved on November 13, 2012 and did not include the renewal from Ernie Morris Enterprises, Inc.
13-165-124-RN	Convection Ovens	RN	1 yr.	Food Service Dept. Art Dunham	0410/5470	9502	Beltram Edge Tool Supply, Inc. d/b/a Beltram Food Service Group	500,000.00	500,000.00 (maximum estimate)	
13-200-107-RN	Uniform Rental: Vehicle Maintenance Personnel	RN	1 yr.	Vehicle Maintenance Dept. Wade Hutchins	0100/5900		G & K Services, Inc.	25,000.00	25,000.00 (maximum estimate)	
13-422-133-SC	Furniture, Workstations	SC	N/A	Career, Technical and Adult Education Dept. Laura Sargent	0150/5750	9902	D C Jaegar Corporation	150,127.90	150,127.90	<b><i>Rationale:</i></b> Utilizing State of Florida Contract No. 420-420-10-1.

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<i><b>BID NUMBER</b></i>	<i><b>BID TITLE</b></i>	<i><b>BID CAT.</b></i>	<i><b>BID TERM</b></i>	<i><b>DESTINATION / REQUESTER</b></i>	<i><b>*FUND/ CC</b></i>	<i><b>**PROJECT /SUBPROJ</b></i>	<i><b>RECOMMENDED VENDOR</b></i>	<i><b>TOTAL \$ by VENDOR</b></i>	<i><b>TOTAL \$ of BID</b></i>	<i><b>COMMENTS</b></i>
13-480-135-SS	Sole Source Testing Materials	SS	N/A	Assessment, Accountability & Research Dept. Behrokh Ahmadi	0100/5460	2674/6017	NCS Pearson, Inc.	223,778.80	223,778.80	<b><i>Rationale:</i></b> This vendor is the sole distributor for the Stanford Achievement Test and associated materials.
13-205-132-SS	Sole Source Web-Based Library Subscription Service Annual Software Maintenance & Support	SS	1 yr.	Technology & Information Systems Dept. Norm Kelton	0100/5140	2150	Follett Software Company	72,569.26	72,569.26	<b><i>Rationale:</i></b> The vendor is the developer and holds the copyrights to this software.
13-205-134-SS	Sole Source 5000i Scanner Speed Upgrade Plus Custom Training & Application Development	SS	N/A	Technology & Information Systems Dept. Norm Kelton	0372/5140 0100/5140	3299/3299 2150	Scantron Corporation	58,548.00	58,548.00	<b><i>Rationale:</i></b> The vendor is the sole provider for the iNSIGHT scanner as well as maintenance and support.

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# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid No:** 13-968-115

**Bid Title:** Closed Circuit Television System Installation

**Original Bid No:** N/A

Recommend approval of this agenda item under the specific category checked below.

**Agenda Item Categories:**

- ☐ Lowest Responsive Bid   ☐ Request for Proposal   ☐ Reject Bids   ☐ Piggy-Back Bid per 6A-1.012 (6)   ☐ Sale of Property  
☐ Revised Award \*   ☒ Highest Point Score   ☐ Re-Award (partial/whole) \*   ☐ State Contract per 6A-1.012 (5)  
☐ Renewal of Contract   ☐ Contract/Bid Termination \*   ☐ Contract Extension \* Term: \_\_\_\_\_   ☐ Co-Op Bid  
☐ Professional Services per FS 287.055   ☐ Direct Negotiation per 6A-1.012 (14)   ☐ Emergency Ratification \*

**Contract Period:** 1/16/13 thru 1/15/14

☐ N/A - One Time Purchase

**Contract Value:** \$ 750,000.00

**Contract Type:**   ☒ Estimated Dollar Amount   ☐ Firm, Fixed Dollar Amount   ☒ Firm, Fixed Unit Prices   ☐ Firm, Fixed Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
	2	6-months	1 - year	

\* **Rationale/Reason**

\_\_\_\_\_

☐ **Reason for Submittal to Board Under Separate Cover:**

\_\_\_\_\_

Bidders Solicited: 340   Bids Received: 7   Late Bids: 1   Rejected Bids: 0   ☐ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**For:** County Wide

**Requested By:** Michael Hewett  
**Title:** Director, Maintenance Department

**Buyer:** Christine Roney

**Recommended award by vendor as follows: (see attached)**

Provide and install Closed Circuit Television (CCTV) Systems at various facilities, county wide, per specifications.

		<u>A-TECH CONSULTING INC.</u>	<u>CABLELINK NETWORK SERVICES, INC.</u>	<u>INTEGRATED SYSTEMS OF FLORIDA</u>
	<u>Description</u>	<u>Hourly Rates</u>	<u>Hourly Rates</u>	<u>Hourly Rates</u>
1	Hourly rate for Lead Technician	\$44.00	\$38.00	\$45.00
2	Hourly rate for Helper	\$31.00	\$29.50	\$25.00
3	Hourly rate for Engineer (to include CD, as-builts, CAD)	\$55.00	\$19.00	\$19.00
4	Hourly rate for Project Management	\$55.00	\$19.00	\$19.00
	<u>Description</u>	<u>Unit Pricing &amp; Parts Discount</u>	<u>Unit Pricing &amp; Parts Discount</u>	<u>Unit Pricing &amp; Parts Discount</u>
	<b>PELCO</b>			
5	EH3515 Housing	\$81.00	\$45.00	\$88.52
6	EM1400 Mount	\$32.00	\$22.00	\$36.26
7	EH2100 Housing, Low Profile Ceiling Tile Enclosure	\$89.00	\$65.00	\$94.00
8	E-2100 Indexing Plate	\$63.00	\$30.00	\$61.14
9	EH-2020, Security Rated In-Ceiling Camera Enclosure	\$87.00	\$68.00	\$91.26
10	Low Profile Ceiling Tile Enclosure	\$87.00	\$30.00	\$102.95
11	MS508-DT Manual Switcher 8 x 1	\$181.00	\$178.00	\$188.91
12	MS504-DT Manual Switcher 4 x 1	\$124.00	\$160.00	\$146.24
13	MS512-DT Manual Switcher 12 x 1	\$226.00	\$227.00	\$238.19
14	V5104 Sequencer	\$137.00	\$129.00	\$144.19
15	FTV10M1ST 1 Ch. Transmitter	\$171.00	\$190.00	\$182.52
16	FRV20M2ST 2 Ch. Receiver	\$308.00	\$301.00	\$328.54
17	FTV40M1ST 4 Ch. Transmitter	\$771.00	\$1100.00	\$821.34

		<u><b>A-TECH CONSULTING INC.</b></u>	<u><b>CABLELINK NETWORK SERVICES, INC.</b></u>	<u><b>INTEGRATED SYSTEMS OF FLORIDA</b></u>
18	FRV40M1ST 4 Ch. Receiver	\$771.00	\$1100.00	\$821.34
19	FTV80M1ST 8 Ch. Transmitter	\$1,760.00	\$2000.00	\$1916.46
20	FRV80M1ST 8 Ch. Receiver	\$1,760.00	\$2000.00	\$1916.46
21	USRACK Fiber Card Cage/PS	\$465.00	\$495.00	\$501.93
22	<b>Percentage Discount from Pelco's Retail Price List for parts, supplies, and equipment not listed above</b>	20%	38%	48%
	<b>VIDEOALARM</b>			
23	Dome Model RC-200 Flush or Drop Ceiling Mount	\$153.00	\$170.00	\$159.00
24	<b>Percentage Discount from VideoAlarm's Retail Price List for parts, supplies and equipment not listed</b>	20%	38%	48%
	<b>ALTRONIX</b>			
25	R2416600UL Rack-mount 24VAC @25Amp Power Supply	\$246.00	\$241.00	\$274.02
26	ALTV244175 Wall-mount 24VAC @7.25Amp Power Supply	\$68.00	\$74.49	\$74.61
27	ALTV248300 Wall-mount 24VAC @14Amp Power Supply	\$113.00	\$98.50	\$124.98
28	<b>Percentage Discount from Altronix's Retail Price List for parts, supplies and equipment not listed</b>	20%	46%	48%
	<b>DITEK</b>			
29	DTK-iBNC28 BNC "inline" protector	\$33.00	\$36.00	\$37.23
30	DTK-VSPBNCA/BNC Protectors	\$34.00	\$45.00	\$37.43
31	DTK-6F Power Protectors	\$14.00	\$14.00	\$14.63

		<u>A-TECH CONSULTING INC.</u>	<u>CABLELINK NETWORK SERVICES, INC.</u>	<u>INTEGRATED SYSTEMS OF FLORIDA</u>
32	DTK8FS Power Protectors	\$16.00	\$15.00	\$17.28
33	1LVP, 2-Wire Protectors	\$24.00	\$36.00	\$25.26
34	3LVLP, 6-Wire Protectors	\$38.00	\$36.00	\$39.89
35	4LVLP, 8-Wire Protectors	\$100.00	\$44.00	\$45.21
36	RM16 19" Rack Mount 16 port CCTV TVSS	\$220.00	\$260.00	\$256.60
37	<b>Percentage Discount from DITEK's Retail Price List for parts, supplies and equipment not listed</b>			
		20%	46%	50%
	<b>INTERLOGICS</b>			
38	TVR-6016-8T, 16CH DVR DVD.CD 8TB	\$3,756.00	\$3495.00	4035.60
39	<b>Percentage Discount from Interlogics Retail Price List for parts, supplies and equipment not listed</b>			
		20%	21%	44%
	<b>TAMRON</b>			
40	TM-13VG1040ASIR-SQ Auto Iris DC Zoom Lens 10-40 MM	\$92.00	\$96.00	92.47
41	TM-13VG2812AS-SQ Lens 2.8-12 MM F/1.4 varifocal	\$41.00	\$57.00	41.51
42	<b>Percentage Discount from Tamron's Retail Price List for parts, supplies and equipment not listed</b>			
		0%	21%	50%
	<b>EVERFOCUS</b>			
43	EFV-358 DC 3.5-8 MM DC CS 1/3 Varifocal Auto Iris Lens	\$31.00	\$33.49	\$39.20
44	EFV-550 DC 5-50 MM DC CS 1/3 Varifocal Auto Iris Lens	\$50.00	55.50	\$64.07



		<u>A-TECH CONSULTING INC.</u>	<u>CABLELINK NETWORK SERVICES, INC.</u>	<u>INTEGRATED SYSTEMS OF FLORIDA</u>
45	<b>Percentage Discount from EVERFOCUS's Retail Price List for parts, supplies and equipment not listed</b>	20%	46%	50%
	<b>CRC</b>			
46	CRC-BN502 560 TVL "Box" Camera	\$110.00	\$109.00	\$89.61
47	CRC-BS512 620 TVL WDR "Box" Camera	\$209.00	\$180.00	\$172.54
48	CRC-VN502VR 560 TVL Dome Camera (int/ext)	\$215.00	\$161.98	\$157.83
49	CRC-VS512VF 620 TVL WDR Dome Camera (int/ext)	\$235.00	\$212.000	\$165.20
50	AC-VWMT500 Wall-Mount (Pendant)	\$110.00	\$53.00	\$45.48
51	<b>Percentage Discount from CRC Retail Price List for parts, supplies and equipment not listed</b>	10%	28%	32%
	<b>GANZ</b>			
52	YCX-05WN 700 TVL 1/3" WDR "Box" Camera	\$238.00	\$229.00	\$232.83
53	ZC-DW8312NBA 690 TVL 3.3- 12mm WDR dome (interior)	\$238.00	\$229.00	\$244.53
54	ZC-DNT8312NBA 690TVL 3.3- 12mm WDR dome (exterior)	\$214.00	\$198.99	\$291.33
55	ZC-DW5550NXA 700TVL 5-50mm WDR dome	\$381.00	\$385.00	\$373.23
56	ZC-OH5 Dome Outdoor Housing	\$59.00	\$48.00	\$80.73
57	ZC-CB2 Dome Housing Conduit Base		\$49.00	\$31.59
58	ZC7-WM1 Wall-Mount (Pendant) (interior)	\$47.00	\$46.00	\$45.63
59	ZC8-WM2A Wall-Mount (Pendant) (exterior)	\$54.00	\$52.49	\$65.52

		<u><b>A-TECH CONSULTING INC.</b></u>	<u><b>CABLELINK NETWORK SERVICES, INC.</b></u>	<u><b>INTEGRATED SYSTEMS OF FLORIDA</b></u>
60	ZC-FM3 Flush-Mount Ceiling Housing (interior)	\$31.00	\$30.00	\$29.25
61	<b>Percent Discount from GANZ's Retail Price List for parts, Supplies and equipment not listed.</b>	20%	30%	45%
	<b>AMER.COM</b>			
62	SD8N Switch	\$17.00	\$80.00	49.14
63	<b>Percent Discount from AMER.COM's Retail Price List for parts, Supplies and equipment not listed.</b>	20%	46%	48%
	<b>MISCELLANEOUS</b>			
64	RG-59 Coaxial Cable, 95% copper shield with bare copper center conductor, 1000' roll	\$174.00	\$159.00	113.49
65	RG-6 Coaxial Cable, 95% copper shield with bare copper center conductor, 1000' roll	\$219.00	\$179.00	\$237.51
66	Manual Switcher- BNC in/out 4-8 ports	\$124.00	\$39.00	\$72.00
67	RG-59 18/2 Siamese Cable	\$254.00	\$219.00	\$252.12
68	18/2 Cable, stranded 1000' roll	\$116.00	\$70.00	\$95.23
69	CD-CPF1UG882 BNC Twist-on Connectors (lot 100)	\$55.00	\$89.00	\$213.50
70	70" Vertical Equipment Cabinet with locking doors (front & back) Standard 19" racking	\$1,045.00	\$900.00	\$409.50
71	1000va UPS (Uninterruptible Power Supply) rack-mount	\$431.00	\$498.00	\$572.13
72	650VA, UPS (Uninterruptible Power Supply)	\$89.00	\$145.00	\$91.58

# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid No:** 13-340-111

**Bid Title:** Fire Protection Systems: Repair & Maintenance Services, Water Based

**Original Bid No:** N/A

Recommend approval of this agenda item under the specific category checked below.

**Agenda Item Categories:**

- ☐ Lowest Responsive Bid   ☐ Request for Proposal   ☐ Reject Bids   ☐ Piggy-Back Bid per 6A-1.012 (6)   ☐ Sale of Property  
☐ Revised Award \*   ☒ Highest Point Score   ☐ Re-Award (partial/whole) \*   ☐ State Contract per 6A-1.012 (5)  
☐ Renewal of Contract   ☐ Contract/Bid Termination \*   ☐ Contract Extension \* Term: \_\_\_\_\_   ☐ Co-Op Bid  
☐ Professional Services per FS 287.055   ☐ Direct Negotiation per 6A-1.012 (14)   ☐ Emergency Ratification \*

**Contract Period:** 1/16/13 thru 1/15/15

☐ N/A - One Time Purchase

**Contract Value:** \$ 200,000.00

**Contract Type:**   ☒ Estimated Dollar Amount   ☐ Firm, Fixed Dollar Amount   ☒ Firm, Fixed Unit Prices   ☐ Firm, Fixed Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
	2	6-months	1 - year	

\* **Rationale/Reason**

\_\_\_\_\_

☐ **Reason for Submittal to Board Under Separate Cover:**

\_\_\_\_\_

Bidders Solicited: 30   Bids Received: 6   Late Bids: 0   Rejected Bids: 0   ☐ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**For:** County Wide

**Requested By:** Michael Hewett  
**Title:** Director, Maintenance Department

**Buyer:** Christine Roney

**Recommended award by vendor as follows: (see attached)**

**PIPER FIRE PROTECTION, INC. (V-3447)**

Provide labor & material to perform maintenance and repair services on fire sprinkler systems at various locations, county wide, per the specifications.

<b>Hourly Rates</b>	<b>Unit Price</b>
<b>Certified Journeymen Technician</b>	
Straight time	\$75.00
Nights, Weekends	\$75.00
Emergencies: Nights, Weekends	\$75.00
<b>Helper</b>	
Straight time	\$25.00
Nights, Weekends	\$25.00
Emergencies: Nights, Weekends	\$25.00
<b>Supervisor</b>	
Straight time	N/C
Nights, Weekends	N/C
Emergencies: Nights, Weekends	N/C
<b>Materials &amp; Supplies</b>	
Cost + Mark-Up Percentage	30%

# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid No:** 13-968-108

**Bid Title:** Access Control Systems: Installation,  
Maintenance & Repair

**Original Bid No:** N/A

Recommend approval of this agenda item under the specific category checked below.

**Agenda Item Categories:**

- ☐ Lowest Responsive Bid   ☐ Request for Proposal   ☐ Reject Bids   ☐ Piggy-Back Bid per 6A-1.012 (6)   ☐ Sale of Property  
☐ Revised Award \*   ☒ Highest Point Score   ☐ Re-Award (partial/whole) \*   ☐ State Contract per 6A-1.012 (5)  
☐ Renewal of Contract   ☐ Contract/Bid Termination \*   ☐ Contract Extension \* Term: \_\_\_\_\_   ☐ Co-Op Bid  
☐ Professional Services per FS 287.055   ☐ Direct Negotiation per 6A-1.012 (14)   ☐ Emergency Ratification \*

**Contract Period:** 1/16/13 thru 1/15/14

☐ N/A - One Time Purchase

**Contract Value:** \$ 125,000.00

**Contract Type:**   ☒ Estimated   ☐ Firm, Fixed   ☒ Firm, Fixed   ☐ Firm, Fixed  
Dollar Amount   Dollar Amount   Unit Prices   Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
	2	6-months	1 - year	

\* **Rationale/Reason**

\_\_\_\_\_

☐ **Reason for Submittal to Board Under Separate Cover:**

\_\_\_\_\_

Bidders Solicited: 294   Bids Received: 4   Late Bids: 0   Rejected Bids: 1   ☐ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**For:** County Wide

**Requested By:** Michael Hewett  
**Title:** Director, Maintenance Department

**Buyer:** Christine Roney

**Recommended award by vendor as follows: (see attached)**

**INTEGRATED SYSTEMS OF FLORIDA, INC.**

Provide, deliver and install intrusion alarm system and card access equipment, maintenance and repair services per agreement.

	<b><u>LABOR DESCRIPTION</u></b>	<b><u>HOURLY RATES</u></b>	
	<b>Straight Time (M-F 7:00 AM – 4:00 PM)</b>		
1	Technician	\$ 42.00	
2	Helper	\$ 25.00	
	<b>Nights and Weekends (After Normal Hours)</b>		
3	Technician	\$ 42.00	
4	Helper	\$ 22.00	
	<b>Emergencies (Nights and Weekends – After Normal working Hours)</b>		
5	Technician	\$ 42.00	
6	Helper	\$ 22.00	
	<b><u>PART DESCRIPTION</u></b>	<b><u>MANUFACTURER</u></b>	<b><u>UNIT PRICES</u></b>
7	Door Access Controller	Paxton Net 2 Plus	\$332.71
8	Door Controller Power Supply	Paxton	\$414.53
9	Door Transformer for Power Supply	Paxton	\$135.59
10	I/O Power Supply	Paxton	\$278.96
11	I/O Power Supply Transformer	Paxton	\$66.00
12	I/O Module	Paxton	\$278.96
13	Proximity Card (Clamshell)	Paxton	\$1.87
14	Proximity Card (Fob)	Paxton	\$2.51
15	Proximity Card (ISO)	Paxton	\$1.87
16	2 X 6 Mini Prox Reader	Paxton	\$95.45
17	Single Door Mag Lock	SDC	\$153.48
18	Delayed Egress Mag Lock	Dynalock	\$716.39
19	Delayed Egress Controller	SDC	\$484.79
20	Delayed Egress Power Supply	Securatron	\$118.79
21	Egress Push Button	Alarm Control	\$34.79
22	Egress PIR	Detection Systems	\$61.72
23	Door Strike – RIM (Example: HES 9600)	HES	\$27.59
24	Door Strike – Concealed Mount (Example: HES 8000)	HES	\$109.19
25	Door Contact – Recessed	Sentrol	\$6.95
26	Door Contact – Surface Mount	Sentrol	\$4.02
27	Wireless Receiver for Door Release	Linear	\$52.20
28	Wireless transmitter for Door Release	Linear	\$33.59
29	Hard-Wired Door Release	Alarm Control	\$21.60
30	Single-Arm Pedestal	ISOF	\$48.00

	<b><u>PART DESCRIPTION</u></b>	<b><u>MANUFACTURER</u></b>	<b><u>UNIT PRICES</u></b>
31	¾" EMT Conduit (per 10')	Electric Supply	\$4.15
32	1 ½" EMT Conduit (per 10')	Electric Supply	\$14.46
33	2" EMT Conduit (per 10')	Electric Supply	\$16.23
34	¾" Rigid Conduit (per 10')	Electric Supply	\$15.25
35	1 ½" Rigid Conduit (per 10')	Electric Supply	\$39.98
36	2" Rigid Conduit (per 10')	Electric Supply	\$47.17
37	¾" PVC Conduit (per 10')	Electric Supply	\$2.52
38	1 ½" PVC Conduit (per 10')	Electric Supply	\$6.48
39	2" PVC Conduit (per 10')	Electric Supply	\$7.67
40	Wiremold V700 (¾" X 21/32")	Electric Supply	\$13.98
41	Wiremold V500 (¾" X 17/32")	Electric Supply	\$12.32
42	Data Fiber Converters	IFS	\$234.00
43	Fiber Patch Cords	ISO ST to ST 62.5	\$13.70
44	Wire: 18 Gauge – 2 Conductor	Various Manuf.	\$107.18
45	Wire: 18 Gauge – 2 Conductor (Plenum)	Various Manuf.	\$119.52
46	Wire: 18 Gauge – 2 Conductor (Direct Burial)	Various Manuf.	\$230.08
47	Wire: 18 Gauge – 4 Conductor	Various Manuf.	\$191.96
48	Wire: 18 Gauge – 4 Conductor (Plenum)	Various Manuf.	\$228.47
49	Wire: 18 Gauge – 4 Conductor (Direct Burial)	Various Manuf.	\$394.38
50	Wire: 22 Gauge – 2 Conductor	Various Manuf.	\$67.29
51	Wire: 22 Gauge – 2 Conductor (Plenum)	Various Manuf.	\$71.22
52	Wire: 22 Gauge – 2 Conductor (Direct Burial)	Various Manuf.	\$122.97
53	Wire: 22 Gauge – 4 Conductor	Various Manuf.	\$96.23
54	Wire: 22 Gauge – 4 Conductor (Plenum)	Various Manuf.	\$120.36
55	Wire: 22 Gauge – 4 Conductor (Direct Burial)	Various Manuf.	\$132.60
56	Wire: 22 Gauge – 6 Conductor	Various Manuf.	\$160.54
57	Wire: 22 Gauge – 6 Conductor (Plenum)	Various Manuf.	\$192.66
58	Wire: 22 Gauge – 6 Conductor (Direct Burial)	Various Manuf.	\$226.62

# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid No:** 13-200-110

**Bid Title:** Shoes, Slip-Resistant (Re-Bid)

**Original Bid No:** N/A

Recommend approval of this agenda item under the specific category checked below.

***Agenda Item Categories:***

- ☒ Lowest Responsive Bid   ☐ Request for Proposal   ☐ Reject Bids   ☐ Piggy-Back Bid per 6A-1.012 (6)   ☐ Sale of Property  
☐ Revised Award \*   ☐ Highest Point Score   ☐ Re-Award (partial/whole) \*   ☐ State Contract per 6A-1.012 (5)  
☐ Renewal of Contract   ☐ Contract/Bid Termination \*   ☐ Contract Extension \* Term: \_\_\_\_\_   ☐ Co-Op Bid  
☐ Professional Services per FS 287.055   ☐ Direct Negotiation per 6A-1.012 (14)   ☐ Emergency Ratification \*

**Contract Period:** 1/15/13 thru 1/14/15

☐ N/A - One Time Purchase

**Contract Value:** \$ 101,000.00

**Contract Type:**   ☒ Estimated Dollar Amount   ☐ Firm, Fixed Dollar Amount   ☒ Firm, Fixed Unit Prices   ☐ Firm, Fixed Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
	2	6-months	1 - year	

\* **Rationale/Reason**

☐ **Reason for Submittal to Board Under Separate Cover:**

Bidders Solicited: 116   Bids Received: 2   Late Bids: 0   Rejected Bids: 0   ☐ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**For:** Food Service Department

**Requested By:** Art Dunham  
**Title:** Director, Food Service Department

**Buyer:** Jena Grage

**Recommended award by vendor as follows:**



**SHOES FOR CREWS, LLC (V-30487)**

Provide & deliver Slip-Resistant Shoes for approximately 1000 district Food Service employees at locations county wide, on an as needed basis, at the firm, net unit pricing listed below for the contract period.

ITEM NO	DESCRIPTION	SIZES	AVAILABLE SIZES	BRAND & STYLE BID	UNIT PRICE
1.	SHOES FOR CREWS® Slip-Resistant Shoes Aurora #9043 or approved equal.	Women Only	Med. 5-9.5, 10 & 11 Wide 6.5-9.5, 10 & 11	SFC Aurora #9043	\$54.98
2.	SHOES FOR CREWS® Slip-Resistant Shoes Revolution #9041 or approved equal.	Women Only	Med. 4, 5-9.5, 10 & 11 Wide 6.5-9.5, 10 & 11	SFC Revolution #9041	49.98
3.	SHOES FOR CREWS® Slip-Resistant Shoes Dreamer #9033 or approved equal.	Women Only	Med. 4, 5-9.5, 10 & 11 Wide 6.5-9.5, 10 & 11	SFC Dreamer #9033	45.98
4.	SHOES FOR CREWS® Slip-Resistant Shoes SFC Avenger #8043 or approved equal.	Men Only	Med. 7-11.5, 12, 13 & 14 Wide 8.5-11.5, 12, 13 & 14	SFC Avenger #8043	54.98
5.	SHOES FOR CREWS® Slip-Resistant Shoes Evolution #8028 or approved equal.	Men Only	Med. 7-11.5, 12, 13, 14, 15 & 16 Wide 8-11.5, 12, 13, 14, 15 & 16	SFC Evolution #8028	49.98
6.	SHOES FOR CREWS® Slip-Resistant Shoes Metro II #8582 or approved equal.	Men Only	Med. 7-11.5, 12, 13, 14, 15 & 16 Wide 8-11.5, 12, 13, 14, 15 & 16	SFC Metro II #8582	52.98
7.	SHOES FOR CREWS® Slip-Resistant Shoes Eastside #6050 & #7050 or approved equal.	Men	Med. 7-11.5, 12, 13, 14 & 15	SFC Eastside #6050	39.98
		Women	Med. 5-9.5, 10 & 11	SFC Eastside #7050	39.98
8.	SHOES FOR CREWS® Slip-Resistant Shoes Falcon #6007 & #7007 or approved equal.	Men	Med. 7-10.5, 11, 12, 13, 14 & 15 Wide 8-10.5, 11, 12, 13 & 14	SFC Falcon #6007	34.98
		Women	Med: 4, 5-9.5, 10, 11 & 12 Wide: 6.5-9.5, 10 & 11	SFC Falcon #7007	34.98
9.	SHOES FOR CREWS® CrewGuard Slip-Resistant Overshoes Black Style #50 or approved equal.	Men	3-17	SFC CrewGuard Slip Resistant Over Shoes Black Style #50	11.98
		Women	3-12.5	SFC CrewGuard Slip Resistant Over Shoes Black Style #50	11.98

# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid No:** 13-340-112

**Bid Title:** Fire Protection Systems: Inspection & Testing Services, Water Based

**Original Bid No:** N/A

Recommend approval of this agenda item under the specific category checked below.

## Agenda Item Categories:

- ☐ Lowest Responsive Bid   ☐ Request for Proposal   ☐ Reject Bids   ☐ Piggy-Back Bid per 6A-1.012 (6)   ☐ Sale of Property  
☐ Revised Award \*   ☒ Highest Point Score   ☐ Re-Award (partial/whole) \*   ☐ State Contract per 6A-1.012 (5)  
☐ Renewal of Contract   ☐ Contract/Bid Termination \*   ☐ Contract Extension \* Term: \_\_\_\_\_   ☐ Co-Op Bid  
☐ Professional Services per FS 287.055   ☐ Direct Negotiation per 6A-1.012 (14)   ☐ Emergency Ratification \*

**Contract Period:** 1/16/13 thru 1/15/15

☐ N/A - One Time Purchase

**Contract Value:** \$ 85,000.00

**Contract Type:**   ☒ Estimated Dollar Amount   ☐ Firm, Fixed Dollar Amount   ☒ Firm, Fixed Unit Prices   ☐ Firm, Fixed Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
	2	6-months	1 - year	

\* **Rationale/Reason**

\_\_\_\_\_

☐ **Reason for Submittal to Board Under Separate Cover:**

\_\_\_\_\_

Bidders Solicited: 30   Bids Received: 4   Late Bids: 0   Rejected Bids: 0   ☐ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**For:** County Wide

**Requested By:** Michael Hewett  
**Title:** Director, Maintenance Department

**Buyer:** Christine Roney

**Recommended award by vendor as follows: (see attached)**

**HANSEL INNOVATIONS, INC.**

Provide labor & material to perform quarterly inspections on fire sprinkler systems at various locations, county wide, per the specifications.

INSPECTIONS	UNIT PRICE
<b>Service:</b>	
Inspection per riser, (4 times per year), exclude trip charge.	\$28.00
Inspection per riser with pump, (4 times per year), exclude trip charge.	\$30.00
Inspection per fire hydrant, (1 time per year), exclude trip charge.	\$35.00
<b>Maintenance Charges per visit:</b>	
Trip charge per riser	\$40.00
Trip charge per riser after 5pm	\$60.00
weekends, holidays	
Fire pump maintenance charge	\$400.00
Trip charge for hydrants	\$20.00
Trip charge for hydrants after 5pm	\$40.00
Fire hydrant maintenance charge	\$40.00

# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid No:** 13-345-085

**Bid Title:** First Aid Supplies

**Original Bid No:** N/A

Recommend approval of this agenda item under the specific category checked below.

## ***Agenda Item Categories:***

- ☒ Lowest Responsive Bid   ☐ Request for Proposal   ☐ Reject Bids   ☐ Piggy-Back Bid per 6A-1.012 (6)   ☐ Sale of Property  
☐ Revised Award \*   ☐ Highest Point Score   ☐ Re-Award (partial/whole) \*   ☐ State Contract per 6A-1.012 (5)  
☐ Renewal of Contract   ☐ Contract/Bid Termination \*   ☐ Contract Extension \* Term: \_\_\_\_\_   ☐ Co-Op Bid  
☐ Professional Services per FS 287.055   ☐ Direct Negotiation per 6A-1.012 (14)   ☐ Emergency Ratification \*

**Contract Period:** 2/09/13 thru 2/08/14

☐ N/A - One Time Purchase

**Contract Value:** \$ 53,000.00

**Contract Type:**   ☒ Estimated Dollar Amount   ☐ Firm, Fixed Dollar Amount   ☒ Firm, Fixed Unit Prices   ☐ Firm, Fixed Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term 6-months	<input checked="" type="checkbox"/> Length of Each Term - year	<input checked="" type="checkbox"/> None
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\* **Rationale/Reason**

\_\_\_\_\_

☐ **Reason for Submittal to Board Under Separate Cover:**

\_\_\_\_\_

Bidders Solicited: 133   Bids Received: 11   Late Bids: 0   Rejected Bids: 2   ☐ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**For:** Warehouse Department

**Requested By:** Joe Zihala  
**Title:** Warehouse Coordinator

**Buyer:** Jena Grage

**Recommended award by vendor as follows:** (see attached)

Provide and deliver first aid supplies with firm pricing for the contract period.

**CLEARWATER DISTRIBUTION, INC DBA GULFSTAR SUPPLY CO. (V-1018)**

Item	TERMS Item Number	Description	Unit Price
11	34542088	<b><u>GLOVES, PROTECTIVE, LATEX FREE &amp; DEHP FREE</u></b> – Powder free non-sterile, smooth and beaded, extra large size, 100/bx., <b>Sempered #VPF105</b>	\$2.39 bx.
12	34542086	<b><u>GLOVES, PROTECTIVE, LATEX FREE &amp; DEHP FREE</u></b> – Powder free non-sterile, smooth and beaded, large size, 100/bx., <b>Sempered #VPF104</b>	2.37 bx.
13	34542087	<b><u>GLOVES, PROTECTIVE, LATEX FREE &amp; DEHP FREE</u></b> – Powder free non-sterile, smooth and beaded, medium size, 100/bx., <b>Sempered #VPF103</b>	2.37 bx.
14	34542085	<b><u>GLOVES, PROTECTIVE, LATEX FREE &amp; DEHP FREE</u></b> – Powder free non-sterile, smooth and beaded, small size, 100/bx., <b>Sempered #VPF102</b>	2.39 bx.

**HENRY SCHEIN, INC. (V-16541)**

Item	TERMS Item Number	Description	Unit Price
5	34542027	<b><u>BANDAID, FLEXIBLE</u></b> – 1” x 3” strip-sterile, form fitting, coverlet adhesive dressing, 100/bx., <b>Henry Schein #9004500</b>	\$1.28 bx.
7	34542060	<b><u>COTTON BALLS</u></b> – Absorbent sterile, 130/bx., <b>US Cotton #7800007</b>	3.59 bx.
10	34542050	<b><u>EYE PATCHES</u></b> – Convex eye protector, pirates patch, 12/bx., <b>Henry Schein #3726551</b>	14.54 bx.
23	34542141	<b><u>PROBE COVERS</u></b> – Instant ear thermometer. (Ear Use), 200/bx., <b>Braun Thermoscan #PC200 by Welch Allyn / Henry Schein #6782442</b>	11.99 bx.

**SUNCOAST SURGICAL & MEDICAL SUPPLY, LLC (V-25793)**

Item	TERMS Item Number	Description	Unit Price
1	34542001	<b><u>ALCOHOL</u></b> – (Rubbing) 70% Isopropyl, 16 oz. bottle, 12/cs., <b>Swan #4700067</b>	\$13.28 cs.
2	34542015	<b><u>APPLICATORS, COTTON TIPPED</u></b> – 3” long, 100/pkg. <b>Dynarex #4301</b>	0.24 pkg.
3	34542149	<b><u>BACITRACIN OINTMENT</u></b> – (Packets, 1.0 grams), 144 pkgs./bx., Bacitracin only - NOTE: Not triple antibiotic. <b>Moore #82465</b>	10.20 bx.
4	34542026	<b><u>BANDAGE, ROLL</u></b> – 2” wide x 4.5 to 5 yards stretched, sterile, each packaged separately, 12/pkg., <b>Dynarex #3112</b>	2.44 pkg.
6	34542028	<b><u>BANDAID, FLEXIBLE</u></b> – 2” x 4.5” long, sterile, 50/bx., <b>Dynarex #3614</b>	2.93 bx.
8	34542163	<b><u>CUP, MEDICINE</u></b> – Graduated to 1 oz., plastic, 100 cups/tube, 50 tubes/case., <b>Dynarex 4252</b>	32.80 cs.

**SUNCOAST SURGICAL & MEDICAL SUPPLY, LLC (V-25793) cont.**

<b>Item</b>	<b>TERMS Item Number</b>	<b>Description</b>	<b>Unit Price</b>
9	34542082	<b><u>GAUZE SPONGE</u></b> – 3” x 3”, 12 ply, 25/bx., absorbent sterile, <b>Dynarex D70-3333</b>	1.27 bx.
15	34542167	<b><u>HAND SANITIZER</u></b> – Antibacterial – 62% ethyl alcohol, 8 oz. pump bottle, 12/cs., <b>Perrigo #P90-VJ00068</b>	18.69 cs.
17	34542151	<b><u>HAND WIPES</u></b> – Alcohol, Sani Hands, ALC, individual packets, antimicrobial, alcohol gel 65.9% by vol., <b>P.D.I. #D43600</b>	0.04 ea.
18	34542150	<b><u>HANDWIPIES</u></b> – BZK antiseptic – For professional and hospital use, 100/bx., <b>Dynarex #1303</b>	1.58 bx.
19	34542164	<b><u>KOLD COMPRESS</u></b> – Reuseable, 6.5” x 4.25” size, non toxic if ingested, <b>Cold Star/Jack Frost</b>	0.49 ea.
20	34542095	<b><u>MASK</u></b> – N95 particulate respirator, cone style, 20/bx., <b>Medline #NON24506</b>	12.00 bx.
21	34542128	<b><u>PAPER, COT</u></b> – White, 18” x 125’, individually wrapped-crepe., 12/cs., <b>Pro Advantage NDC #P751018</b>	16.68 cs.
22	34542160	<b><u>PEDICU STICKS</u></b> – 6” wood, disposable. Examination sticks, 1000/bx., <b>Dynarex #4323</b>	2.27 bx.
24	34542139	<b><u>PROBE COVERS</u></b> – Plastic Tubular for use with the Filac 1500 thermometer, 500/bx., <b>Kendall #8884221000</b>	15.80 bx.
25	34542138	<b><u>PROBE COVER</u></b> – Paper, disposable for digital thermometer, 100/bx., <b>Moore #63347</b>	2.29 bx.
26	34542135	<b><u>TAPE, ADHESIVE</u></b> – ½” x 10 yards, 24/bx., <b>Dynarex 3551</b>	3.25 bx.
27	34542136	<b><u>TAPE, PLASTIC</u></b> – 1” x 10 yard roll, demiclear transparent, 12/bx., <b>Dynarex #3572</b>	5.55 bx.
28	34542162	<b><u>THERMOMETER, DIGITAL</u></b> – 60 second sensing probe, LCD display, Fahrenheit measurement. <b>Lumiscope #G24-1858</b>	1.60 ea.
29	34542035	<b><u>TONGUE BLADES</u></b> – Jr. size, 5-1/2”, 500/bx., <b>Dynarex #4311</b>	3.24 bx.
30	34542142	<b><u>TWEEZERS</u></b> – Individual packing, stainless, approx. 3 – 4-1/2”, <b>Kentron #KI-257</b>	0.55 ea.
31	34542153	<b><u>SAFETY PINS</u></b> – #2 size, 144 pkgs./gr., <b>Grafco #G24-30392C</b>	1.25 gr.
33	34542080	<b><u>SPONGES</u></b> – 3” x 3”, economy non-woven. 200/bag, <b>Dynarex #3253</b>	1.50 bag

**ZEE MEDICAL SERVICE (V-2490)**

<b>Item</b>	<b>TERMS Item Number</b>	<b>Description</b>	<b>Unit Price</b>
16	34542165	<b><u>HAND RINSE</u></b> – 4 oz. bottle, 72/case, <b>Cal Stat Plus #10118103</b>	320.40 cs.

Item #32, Shampoo, Lice, Rid has been eliminated from award and will be purchased on the open market as needed.

# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid No:** 13-422-129-PB

**Bid Title:** Furniture, Classroom

**Original Bid No:** N/A

Recommend approval of this agenda item under the specific category checked below.

**Agenda Item Categories:**

- ☐ Lowest Responsive Bid   ☐ Request for Proposal   ☐ Reject Bids   ☒ Piggy-Back Bid per 6A-1.012 (6)   ☐ Sale of Property  
☐ Revised Award \*   ☐ Highest Point Score   ☐ Re-Award (partial/whole) \*   ☐ State Contract per 6A-1.012 (5)  
☐ Renewal of Contract   ☐ Contract/Bid Termination \*   ☐ Contract Extension \* Term: \_\_\_\_\_   ☐ Co-Op Bid  
☐ Professional Services per FS 287.055   ☐ Direct Negotiation per 6A-1.012 (14)   ☐ Emergency Ratification \*

**Contract Period:** 1/15/13 thru 12/31/14

☐ N/A - One Time Purchase

**Contract Value:** \$ 120,000.00

**Contract Type:**   ☒ Estimated Dollar Amount   ☐ Firm, Fixed Dollar Amount   ☒ Firm, Fixed Unit Prices   ☐ Firm, Fixed Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term 6-months	<input type="checkbox"/> Length of Each Term - year	<input checked="" type="checkbox"/> None

**\* Rationale/Reason**

Utilizing U.S. Communities Master Agreement No. 0204011.

☐ **Reason for Submittal to Board Under Separate Cover:**

\_\_\_\_\_

Bidders Solicited: \_\_\_\_\_ Bids Received: \_\_\_\_\_ Late Bids: \_\_\_\_\_ Rejected Bids: \_\_\_\_\_ ☐ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**For:** County Wide

**Requested By:** Joe Zihala  
**Title:** Warehouse Coordinator

**Buyer:** Jaime Haney

**Requested By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**Recommended award by vendor as follows: (see attached)**

**VIRCO, INC.**

Provide, deliver, and if requested, install classroom furniture, county wide. Pricing will be based on the following tiered percentage discounts per the U.S. Communities Master Agreement for Zone 10:

<b>Net Order Size</b>	<b>Standard Delivery (delivered tailgate)</b>	<b>Inside Delivery (No installation)</b>	<b>Full Service (Delivered &amp; Installed)</b>
\$0 to \$2,499	65.50%	N/A	N/A
\$2,500 to \$7,499	66.60%	61.48%	58.13%
7,500 to \$14,999	70.00%	66.80%	62.00%
\$15,000 to \$29,999	71.50%	68.65%	65.80%
\$30,000 to \$99,999	72.50%	71.00%	69.75%
\$100,000 +	72.50%	71.00%	70.25%



# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

## School Board Meeting of: **November 13, 2012**

**Bid No:** 13-422-083-RA

**Bid Title:** Furniture, All Types (Partial Renewal)

**Original Bid No:** 13-422-083

Recommend approval of this agenda item under the specific category checked below.

### ***Agenda Item Categories:***

- ☐ Lowest Responsive Bid   ☐ Request for Proposal   ☐ Reject Bids   ☐ Piggy-Back Bid per 6A-1.012 (6)   ☐ Sale of Property  
☐ Revised Award \*   ☐ Highest Point Score   ☐ Re-Award (partial/whole) \*   ☐ State Contract per 6A-1.012 (5)  
☒ Renewal of Contract   ☐ Contract/Bid Termination \*   ☐ Contract Extension \* Term: \_\_\_\_\_   ☐ Co-Op Bid  
☐ Professional Services per FS 287.055   ☐ Direct Negotiation per 6A-1.012 (14)   ☐ Emergency Ratification \*

**Contract Period:** 1/15/13 thru 12/31/15

☐ N/A - One Time Purchase

**Contract Value:** \$ N/A

**Contract Type:**   ☒ Estimated Dollar Amount   ☐ Firm, Fixed Dollar Amount   ☒ Firm, Fixed Unit Prices   ☒ Firm, Fixed Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term 6-months	<input type="checkbox"/> Length of Each Term - year	<input checked="" type="checkbox"/> None

### ***\* Rationale/Reason***

The original renewal board approved November 13, 2012 and did not include the renewal from Ernie Morris Enterprises, Inc.

☐ **Reason for Submittal to Board Under Separate Cover:**

Bidders Solicited: \_\_\_\_\_ Bids Received: \_\_\_\_\_ Late Bids: \_\_\_\_\_ Rejected Bids: \_\_\_\_\_ ☒ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**For:** County Wide

**Requested By:** Joseph Zihala  
**Title:** Warehouse Coordinator

**Buyer:** Jaime Haney

**Requested By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**Recommended award by vendor as follows:** (see attached)

***BID “A” – CLASSROOM STUDENT FURNITURE:***

The current vendor has chosen not to renew. This section will either be re-bid or a co-operative contract will be utilized.

***BID “B” – CAFETERIA TABLES***

<b><i>ITEM DESCRIPTION</i></b>	<b><i>TERMS ITEM NO.</i></b>	<b><i>BID ITEM NO.</i></b>	<b><i>BRAND &amp; MODEL BID</i></b>	<b><i>UNIT PRICE DEL'D</i></b>	<b><i>UNIT PRICE INST.</i></b>	<b><i>RECOMMENDED VENDOR</i></b>
						<b>SCHOOL SPECIALTY, INC. (V-1987)</b>
30” x 12’ Bench Table	42122019	6a	AmTab MBT12DR	714.89	720.26	
30” x 12’ 12 Stool Table	42122022	6b	AmTab MST 1212DR	687.60	692.97	
30” x 12’ 16 Stool Table	42122023	6c	AmTab MST1216DR	816.00	821.37	
29” x 8’ Convertible Bench Table	42122030	6d	AmTab MCB8DRCD	353.05	358.42	
60” Octagon Table	42122040	6e	AmTab MDC60DR	324.47	329.84	

**BALANCE OF LINE DISCOUNTS**

<b><i>MANUFACTURER NAME</i></b>	<b><i>DISCOUNT OFFERED - INSIDE DELIVERY</i></b>	<b><i>DISCOUNT OFFERED - DELIVERED &amp; INSTALLED</i></b>
AmTab	35%	32%

**BID "C" OFFICE FURNITURE – THE HON COMPANY**

<b>ITEM DESCRIPTION HON MODEL #</b>	<b>TERMS ITEM #</b>	<b>UNIT PRICE INSIDE DELIVERY</b>	<b>UNIT PRICE DELIVERED &amp; INSTALLED</b>	<b>RECOMMENDED VENDOR</b>
5721 – Task Chair, w/o arms Price Code III fabric, Standard Caster, Black Frame	42522014	95.59	100.37	<b>OFFICE FURNITURE CENTER, INC. (V-1655)</b>
105885R – Small Office Desk, Laminate	42241191	273.87	288.96	
314P – 4 Drawer Vertical File Cabinet	42441834	N/A	N/A	<b>Unable to renew at line item pricing, balance of line discounts will be applied to this item</b>
105532 – 2 Shelf Bookcase, Laminate	42522160	136.40	143.89	
105333 – 3 Shelf Bookcase, Laminate	42522161	176.14	185.82	
105334- 4 Shelf Bookcase, Laminate	42541077	208.36	219.10	
105335- 5 Shelf Bookcase Laminate	42541082	250.24	262.75	

**BALANCE OF LINE DISCOUNTS**

<b>MANUFACTURER NAME</b>	<b>DISCOUNT OFFERED INSIDE DELIVERY</b>	<b>DISCOUNT OFFERED DELIVERED AND INSTALLED</b>
The HON Company	58.5%	56.25%

**BID "D" – DISCOUNT FROM LIST PRICES**

<b>MANUFACTURER NAME</b>	<b>DISCOUNT OFFERED INSIDE DELIVERY</b>	<b>DISCOUNT OFFERED DELIVERED &amp; INSTALLED</b>	<b>RECOMMENDED VENDOR</b>
Atlantic Metal Industries, Inc.	50.1%	47.8%	<b>ERNIE MORRIS ENTERPRISES, INC. (v- 761)</b>
Fleetwood Group, Inc.	36%	31%	<b>SCHOOL SPECIALTY, INC. (V-1987)</b>
Georgia Chair Co.	36%	32%	<b>SCHOOL SPECIALTY, INC. (V-1987)</b>
National Public Seating	46%	42%	<b>SCHOOL SPECIALTY, INC. (V-1987)</b>
Oklahoma Sound	45%	41%	<b>SCHOOL SPECIALTY, INC. (V-1987)</b>
Waddell Display Cases	22%	18%	<b>ERNIE MORRIS ENTERPRISES, INC. (V- 761)</b>

# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid No:** 13-165-124-RN

**Bid Title:** Convection Ovens

**Original Bid No:** 12-165-130

Recommend approval of this agenda item under the specific category checked below.

## Agenda Item Categories:

- ☐ Lowest Responsive Bid   ☐ Request for Proposal   ☐ Reject Bids   ☐ Piggy-Back Bid per 6A-1.012 (6)   ☐ Sale of Property  
☐ Revised Award \*   ☐ Highest Point Score   ☐ Re-Award (partial/whole) \*   ☐ State Contract per 6A-1.012 (5)  
☒ Renewal of Contract   ☐ Contract/Bid Termination \*   ☐ Contract Extension \* Term: \_\_\_\_\_   ☐ Co-Op Bid  
☐ Professional Services per FS 287.055   ☐ Direct Negotiation per 6A-1.012 (14)   ☐ Emergency Ratification \*

**Contract Period:** 2/08/13 thru 2/07/14

☐ N/A - One Time Purchase

**Contract Value:** \$ 500,000.00

**Contract Type:**   ☒ Estimated Dollar Amount   ☐ Firm, Fixed Dollar Amount   ☒ Firm, Fixed Unit Prices   ☐ Firm, Fixed Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
	1	6-months	1 - year	

\* **Rationale/Reason**

\_\_\_\_\_

☐ **Reason for Submittal to Board Under Separate Cover:**

\_\_\_\_\_

Bidders Solicited: \_\_\_\_\_ Bids Received: \_\_\_\_\_ Late Bids: \_\_\_\_\_ Rejected Bids: \_\_\_\_\_ ☒ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**For:** Food Service Department

**Requested By:** Art Dunham  
**Title:** Director, Food Service Department

**Buyer:** Jena Grage

**Recommended award by vendor as follows:** (see attached)

**BELTRAM EDGE TOOL SUPPLY, INC D/B/A BELTRAM FOOD SERVICE GROUP**

Provide and deliver natural gas and electric convection ovens for the food service department per specifications.

**CATEGORY – 1**

<b><u>DESCRIPTION</u></b>	<b><u>UNIT PRICE</u></b>
Electrolux Air-O-Convect Natural Gas Hybrid Convection Oven 102 Model 269753	\$11,088.70
Single 304 stainless steel full-size grid (21"x26") PNC 922076	39.86
Open base w/rack guides PNC 922198	802.27

**CATEGORY – 2**

<b><u>DESCRIPTION</u></b>	<b><u>UNIT PRICE</u></b>
Electrolux Air-O-Convect Electric Hybrid Convection Oven 102 Model 269283	\$9,777.47
Single 304 stainless steel full-size grid (21"x26") PNC 922076	39.86
Open base w/rack guides PNC 922198	802.27

# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid No:** 13-200-107-RN

**Bid Title:** Uniform Rental: Vehicle Maintenance Personnel

**Original Bid No:** 12-200-099

Recommend approval of this agenda item under the specific category checked below.

**Agenda Item Categories:**

- ☐ Lowest Responsive Bid   ☐ Request for Proposal   ☐ Reject Bids   ☐ Piggy-Back Bid per 6A-1.012 (6)   ☐ Sale of Property  
☐ Revised Award \*   ☐ Highest Point Score   ☐ Re-Award (partial/whole) \*   ☐ State Contract per 6A-1.012 (5)  
☒ Renewal of Contract   ☐ Contract/Bid Termination \*   ☐ Contract Extension \* Term: \_\_\_\_\_   ☐ Co-Op Bid  
☐ Professional Services per FS 287.055   ☐ Direct Negotiation per 6A-1.012 (14)   ☐ Emergency Ratification \*

**Contract Period:** 2/20/13 thru 2/19/14

☐ N/A - One Time Purchase

**Contract Value:** \$ 25,000.00

**Contract Type:**   ☒ Estimated Dollar Amount   ☐ Firm, Fixed Dollar Amount   ☒ Firm, Fixed Unit Prices   ☐ Firm, Fixed Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
	1	6-months	1 - year	

\* **Rationale/Reason**

\_\_\_\_\_

☐ **Reason for Submittal to Board Under Separate Cover:**

\_\_\_\_\_

Bidders Solicited: \_\_\_\_\_ Bids Received: \_\_\_\_\_ Late Bids: \_\_\_\_\_ Rejected Bids: \_\_\_\_\_ ☒ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB   **For:** Vehicle Maintenance Department  
**Title:** Director, Purchasing Department

**Requested By:** Rick McBride   **Buyer:** Jena Grage  
**Title:** Director, Transportation Department

**Recommended award by vendor as follows: (see attached)**

**G & K SERVICES, INC. (V-10827)**

Provide firm weekly rental prices for uniform rental services for approximately (67) District vehicle maintenance department personnel on an annual basis as specified herein.

<b>Uniform Item</b>	<b>Cost Per Week/ Per Employee</b>
Industrial Work Pant	\$ 1.91
Jean-Cut Work Pant	1.91
Shorts	1.91
Industrial Work Shirt, Short Sleeve	1.91
Industrial Work Shirt, Long Sleeve	1.91

Provide uniform jackets as a one (1) time purchase for approximately (67) District vehicle maintenance department personnel on an annual basis as specified herein.

<b>Uniform Item</b>	<b>Cost Per Employee</b>
Jacket	\$ 28.56

# PURCHASING AGENDA ITEM

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid No:** 13-422-133-SC

**Bid Title:** Furniture, Workstations

**Original Bid No:** N/A

Recommend approval of this agenda item under the specific category checked below.

## Agenda Item Categories:

- ☐ Lowest Responsive Bid ☐ Request for Proposal ☐ Reject Bids ☐ Piggy-Back Bid per 6A-1.012 (6) ☐ Sale of Property  
☐ Revised Award \* ☐ Highest Point Score ☐ Re-Award (partial/whole) \* ☒ State Contract per 6A-1.012 (5)  
☐ Renewal of Contract ☐ Contract/Bid Termination \* ☐ Contract Extension \* Term: \_\_\_\_\_ ☐ Co-Op Bid  
☐ Professional Services per FS 287.055 ☐ Direct Negotiation per 6A-1.012 (14) ☐ Emergency Ratification \*

**Contract Period:** \_\_\_\_\_ thru ☒ N/A - One Time Purchase

**Contract Value:** \$ 150,127.90

**Contract Type:** ☐ Estimated Dollar Amount ☒ Firm, Fixed Dollar Amount ☐ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

<b>Renewal Options:</b>	No. of Terms Remaining	<input type="checkbox"/> Length of Each Term 6-months	<input type="checkbox"/> Length of Each Term - year	<input checked="" type="checkbox"/> None

## \* **Rationale/Reason**

Utilizing State of Florida Contract # 420-420-10-1

☐ **Reason for Submittal to Board Under Separate Cover:**

\_\_\_\_\_

Bidders Solicited: \_\_\_\_\_ Bids Received: \_\_\_\_\_ Late Bids: \_\_\_\_\_ Rejected Bids: \_\_\_\_\_ ☒ N/A - Bids Not Required

**Submitted By:** Linda M. Balcombe, CPPO, CPPB

**For:** Career, Technical and Adult  
Education Department

**Title:** Director, Purchasing Department

**Requested By:** Laura Sargent

**Buyer:** Jaime Haney

**Title:** Managing Officer, Adult Education

**Recommended award by vendor as follows:** (see attached)



## **D C JAEGAR CORPORATION**

### **Testing Carrels for GED testing labs at the following locations:**

<b><u>Qty</u></b>	<b><u>Description</u></b>	<b><u>Total Price</u></b>
5	Clearwater Adult Education Center	\$12,049.00
4	Dixie Hollins Adult Education Center	\$9,638.00
2	Tomlinson Adult Learning Center	\$4,819.00
2	Lakewood Community School	\$4,819.00
1	Northeast Community School	\$2,410.00
26	pTEC Clearwater	\$62,649.00
61	pTEC St. Petersburg	<u>\$146,984.00</u>
	<b>Furniture</b>	<b>\$243,368.00</b>
<b><u>Discount</u></b>		
1	Discount per State Contract (Discount on furniture only, not installation)	<u>(\$93,240.00)</u>
<b><u>Installation</u></b>		
1	Delivery, Installation and Set-Up @ \$700 each also includes One-Year On-Site Warranty for all parts and labor (included in price)	
<b>Total for 101 Workstations</b>		<b>\$150,128.00</b>

**PURCHASING AGENDA ITEM for SOLE SOURCE COMMODITY and/or SERVICE**

*School Board of Pinellas County, Florida*

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School Board Meeting of: **January 15, 2013**

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**Bid File No:** 13-480-135-SS

**Bid File Title:** Sole Source Testing  
Materials

**Contract Period:** thru ☒ N/A - One Time Purchase

**Contract Value:** \$ 223,778.80

**Contract Type:** ☐ Estimated Dollar Amount ☐ Firm, Fixed Dollar Amount ☒ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

**\* Rationale/Reason**

This vendor is the sole distributor for the Stanford Achievement Test and associated materials..

**Submitted By:** Linda M. Balcombe, CPPO, CPPB

**For:** Assessment, Research &  
Accountability  
Department

**Title:** Director, Purchasing Department

**Requested By:** Dr. Behrokh Ahmadi

**Buyer:** Linda Balcombe

**Title:** Executive Director, Assessment, Resarch  
& Accountability Department

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**Recommended award by vendor as follows: (see attached)**

**NCS PEARSON, INC.****SAT 10 – COMPLETE BATTERY LOCAL SCAN FORM A**

<b>Qty</b>	<b>Item #</b>	<b>SAT 10 Local Scan Booklets</b>	<b>Unit Price</b>	<b>Total Price</b>
800	015-8771-907	SAT 10 Local Scan Book 1 Grade 1 Primary 1 (pkg. of 10)	60.00	48,000.00
800	015-8771-923	SAT 10 Local Scan Book 1 Grade 2 – Primary 2 (pkg. of 10)	60.00	48,000.00
		<b>SAT 10 Directions for Administration</b>		
320	015-8774-23X	SAT 10 Local Scan Directions Grade 1 – Primary 1	21.00	6,720.00
320	015-8774-248	SAT 10 Local Scan Directions Grade 2 – Primary 2	21.00	6,720.00
		<b>SAT 10 Ruler Packs (pkg. of 40)</b>		
400	999-8103-312	SAT Primary 1/2/3	5.00	2,000.00
			Materials	\$111,440.00
			S & H	9,472.40
			Total	\$120,912.40

**SAT 10 – ANCILLARY MATERIALS**

<b>Qty.</b>	<b>Item #</b>	<b>SAT 10 Practice Tests</b>	<b>Unit Price</b>	<b>Total Price</b>
800	015-8770-331	SAT 10 Practice Test Primary 1 (pkg. of 10)	11.50	9,200.00
800	015-8770-34X	SAT 10 Practice Test Primary 2 (pkg. of 10)	11.50	9,200.00
		<b>SAT 10 Practice Test Directions</b>		
320	015-8770-102	SAT 10 Practice Directions Primary 1	8.50	2,720.00
320	015-8770-110	SAT 10 Practice Directions Primary 2	8.50	2,720.00
			Sub Total	\$23,840.00
			S & H	2,026.40
			Total	\$25,866.40

**SCORING & REPORTING SERVICES – COMPLETE BATTERY LOCAL SCAN FORM A**

<b>Qty</b>	<b>Ready Results.net Local Scoring</b>	<b>Unit Price</b>	<b>Total Price</b>
1	Ready Results.net Annual Norms License	1,000.00	\$1,000.00
16000	Ready Results.net SAT 10 Usage Credits	4.75	\$76,000.00

**PURCHASING AGENDA ITEM for SOLE SOURCE COMMODITY and/or SERVICE**

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid File No:** 13-205-132-SS

**Bid File Title:** Sole Source Web-Based  
Library Subscription  
Service Annual Software  
Maintenance & Support

**Contract Period:** 2/1/13 thru 1/31/14

☐ N/A - One Time Purchase

**Contract Value:** \$ 72,569.26

**Contract Type:** ☐ Estimated Dollar Amount ☒ Firm, Fixed Dollar Amount ☐ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

**\* Rationale/Reason**

The vendor is the developer and holds the copyrights to this software..

**Submitted By:** Linda M. Balcombe, CPPO, CPPB  
**Title:** Director, Purchasing Department

**For:** County Wide

**Requested By:** Norm Kelton  
**Title:** Chief of Technology and Information  
Systems

**Buyer:** Jaime Haney

**Recommended award by vendor as follows:**

**FOLLETT SOFTWARE COMPANY (V-887)**

Provide "Destiny™" web-based library subscription circulation solution for (120) library media centers/sites county wide. The number of schools may vary up or down depending upon new school introduction and existing school closure for renovation or construction.

**Annual Software Maintenance and Support Fee**

• Destiny™ annual software maintenance and support fee for 120 sites (February 1, 2013 to January 31, 2014)	\$ 41,167.20
• TitlePeek	11,464.80
• Reading Programs	11,932.13
• Lexiles	8,005.13
<b>Total:</b>	<b>\$72,569.26</b>

**PURCHASING AGENDA ITEM for SOLE SOURCE COMMODITY and/or SERVICE**

School Board of Pinellas County, Florida

School Board Meeting of: **January 15, 2013**

**Bid File No:** 13-205-134-SS

**Bid File Title:** Sole Source 5000i Scanner  
Speed Upgrade Plus  
Custom Training &  
Application Development

**Contract Period:** thru

☒ N/A - One Time Purchase

**Contract Value:** \$ 58,548.00

**Contract Type:** ☐ Estimated Dollar Amount ☒ Firm, Fixed Dollar Amount ☐ Firm, Fixed Unit Prices ☐ Firm, Fixed Fees or Discounts

**\* Rationale/Reason**

The vendor is the sole provider for the iNSIGHT scanner as well as maintenance and support.

**Submitted By:** Linda M. Balcombe, CPPO, CPPB

**For:** Technology and  
Information Systems

**Title:** Director, Purchasing Department

**Requested By:** Norm Kelton

**Buyer:** Mark Shuman, CPPO

**Title:** Chief of Technology and Information  
Systems

**Recommended award by vendor as follows:**

**SCANTRON CORPORATION V-26509**

<b><u>QUANTITY</u></b>	<b><u>DESCRIPTION</u></b>	<b><u>UNIT PRICE</u></b>	<b><u>TOTAL</u></b>
1	5000I Scanner Speed Upgrade: increase speed, reset sheet count, new computer with Windows operating system, replace internal components, onsite install, ScanTools Plus Application Development with Score, 100 day warranty.	\$38,020.00	\$38,020.00
	<b><u>Annual Onsite Maintenance After Warranty Period</u></b>		
1	Scanner Maintenance	18,781.00	18,781.00
1	Transport Printer Maintenance	1,085.00	1,085.00
1	Bar Code Reader Maintenance	662.00	662.00
	<b>Net Total:</b>		<b>\$58,548.00</b>



*Proposal for:*

**5000i Speed Upgrade Solution Plus  
Custom Training & Application Development**

*Prepared for:*

**Pinellas County Schools  
301 4th Street SW  
Largo, FL 33770**

*Date:*

**December 3, 2012**

*Submitted by:*

**Michael Adkins**  
Education Account Executive  
Scantron Corporation  
Telephone: 800-722-6876, Ext. 6480  
michael\_adkins@scantron.com  
[www.scantron.com](http://www.scantron.com)

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## Overview and Benefits of Scanner Upgrade

Scantron appreciates the opportunity to provide this proposal for the upgrade of Pinellas County Schools' 5000i Scanner.

Upgrading your existing 5000i Scanner is equivalent to purchasing a new Scantron INSIGHT 150 scanner that operates 50% faster and is running on the most current operating system. The current price of the iNSIGHT 150 with Transport Printer and Bar-Code Reader is \$111,440; over three times the investment to upgrade your current scanner. The upgrade is quite extensive, as outlined in the bulleted services below, and typically takes the field technician up to 2 days to complete. And after the upgrade, we will continue to maintain and support this scanner for years to come.

The 5000i Speed Upgrade would comprise a major overhaul in general. We will incorporate your 10,000,000 scans overhaul, as this would eventually be required by our Technical Services (HTS) team to be able to support your onsite maintenance going forward. This alone, is a value of just under \$10,000. The upgrade consists of a complete kit as follows:

- Scan speed upgrade from 7,500 to 15,000 clicks/scans per hour
- Replacement of most circuit boards in the scanner to sustain the speed enhancement
- Addition of a new processor to support faster data processing
- Replacement of every camera
- Replacement of most moving parts - paper pull/feed moving parts, rollers, pulleys & mechanism in general
- Replacement of all aluminum wear & tear parts
- 10,000,000 clicks/scan certification to ensure continued support and onsite maintenance

### Scanner Warranty and Maintenance

The upgrade comes with a 100 day warranty. Quoted below is the fee to continue this warranty for an additional full year of operation.

### Upgrade References

References for Scantron customers that have benefited from their 5000i upgrades are readily available and will gladly be shared when requested.

## Education Pricing

Description	Price
<b>5000i Scanner Speed Upgrade</b>	<b>\$36,000.00</b>
Includes:	
<ul style="list-style-type: none"> <li>Increasing speed of 5000i Scanner to 15,000 sheets/hour</li> <li>Resetting sheet count on 5000i Scanner to zero</li> <li>New Computer with Windows Operating System and 17" flat panel monitor</li> <li>Replacement of internal components and mechanisms noted in the preceding overview</li> <li>Freight to ship Upgrade Kit</li> <li>Onsite Installation</li> </ul>	
ScanTools Plus Application Development with Score	\$1,995.00
Shipping & handling for ScanTools Plus software	\$25.00
<b>Total System Solution Price for Upgrade</b>	<b>\$38,020.00</b>

Annual Onsite Maintenance After Warranty Period	Price
Scanner Maintenance	\$18,781.00
Transport Printer Maintenance	\$1,085.00
Bar-Code Reader Maintenance	\$662.00
<b>Total Annual Maintenance</b>	<b>\$20,528.00</b>

Additional Solutions & Services	Price
DesignExpert - Forms Design Software with one year of support	\$1,895.00
DesignExpert 2-day Training at a Scantron facility	\$1,000.00
DesignExpert 2-day Onsite Training at a district facility	\$4,295.00
SAT 10 Application Development - per application	\$4,500.00
Onsite Technical Mentoring/Training - per day	\$2,750.00
Custom Scan Forms Design - 8 1/2 X 11, 1-sided form	\$524.00
Custom Scan Forms Design - 8 1/2 X 11, 2-sided form	\$791.00



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### **Ordering Information:**

- For additional information, please contact: Michael Adkins at 800-722-6876, Ext. 6480
- Lead time to schedule Upgrade is 7-10 days after P.O. received
- Scantron is the Sole-Source Manufacturer and Provider of the 5000i scanner - proudly manufactured in the USA, and the Speed Upgrade Service. Sole-Source Letter available upon request.
- To place an order, please email Purchase Order to: [michael\\_adkins@scantron.com](mailto:michael_adkins@scantron.com)



## TERMS AND CONDITIONS OF SALE

**1. Orders.** This is a legal agreement (the "Agreement") between the entity which ordered products and/or services (our "Customer") and Scantron Corporation ("Scantron"). As used herein "Scantron Schedules" mean the Scantron product and/or service schedules, proposals or other descriptions providing the terms pursuant to which Scantron and/or its affiliates and subcontractors will provide and Customer will purchase the products and services described therein. "Product" means the hardware, software, forms printed by Scantron (the "Forms"), third party products or other items provided by Scantron and/or its affiliates and subcontractors as described in the applicable Scantron Schedule. "Service" means the installation, training, consulting, support or other services provided by Scantron and/or its affiliates and subcontractors as described in the applicable Scantron Schedule. The "Products" and "Services" include any documentation and click-through license agreement accompanying the applicable Product or Service ("Documentation"). Products and Services purchased by Customer will be set forth in an applicable purchase order or other applicable order document (collectively, a "purchase order"). This Agreement, including any Scantron Schedules, and the purchase order form the complete contract for this transaction between Scantron and Customer. If you do not agree to the terms of this Agreement, promptly return the unopened Product package and accompanying items for a refund of the applicable fee. A purchase order is not effective until accepted by Scantron and, once accepted, is firm and noncancellable. Terms of any Customer issued order forms or any other communication which are additional to or inconsistent with this Agreement are not binding unless Scantron expressly assents to such terms in writing. Scantron will use its best commercially reasonable efforts to deliver the Products and Services specified in an applicable purchase order to Customer on or before the specified delivery dates. Customer will promptly inspect and accept or reject the Products and/or Services upon delivery. Absent Customer's earlier written acceptance, Products and Services are accepted 30 days following delivery.

**2. Software License Grant.** To the extent that software Products are acquired by Customer under this Agreement (the "Software"), Scantron grants a non-exclusive, non-transferable license to the Software (the "License Grant"). Documentation is included in and with the license for the Software. Each License Grant is only for the United States and Canada and provides Customer with the right to use the Software object code (not source code) for Customer's internal purposes only, to perform services in the normal course of Customer's business, and consistent with the applicable Documentation, which define any additional or alternative terms and conditions of the License Grant. Scantron or its designated agents shall have the right to enter and inspect Customer's records and/or its computer systems for the purpose of auditing Customer's usage of the Software. Access will be permitted with reasonable advance notice during business hours.

**3. Title, Risk of Loss, Delivery.** To the extent that hardware Products are purchased by Customer under this Agreement, Scantron transfers title to Customer upon shipment of the hardware Products. However, Scantron retains a purchase money security interest in the hardware Products until paid for in full by Customer. Customer agrees to execute appropriate documents to permit Scantron to perfect its purchase money security interest. Scantron bears the risk of loss for Products up to and including their date of shipment. Thereafter, Customer assumes the risk of loss. All Products will be shipped FOB Origin. If Customer is to lease any of the hardware Products, a separate leasing agreement must be executed.

**4. Services.** To the extent any Services are purchased by Customer under this Agreement, all technical information, custom software (in object code only), know-how and other intellectual property that may be supplied by Scantron to Customer in the course of performing any Services (the "Work Product") is licensed to Customer in accordance with the provisions of this Agreement and Documentation. Upon delivery, such custom software shall be "Software" under the terms of this Agreement. The Scantron Schedule for software assurance service, software support and/or product maintenance is available upon request. Products must be continuously under warranty and then service, support and/or maintenance (as applicable) or a reinstatement fee may apply in order to obtain such Services in the future. **CUSTOMER ACKNOWLEDGES THAT AS PART OF ANY INSTALLATION SERVICES, SCANTRON MAY "ACCEPT" CLICK-THROUGH AGREEMENTS FOR THE PRODUCTS AND THIRD PARTY PRODUCTS ON BEHALF OF CUSTOMER.** Hardcopies of such click-through agreements are available upon request.

**5. Compensation.** In addition to applicable Product fees and Services fees, Customer will reimburse Scantron's out-of-pocket costs including shipping and reasonable travel and living expenses. Invoices shall be paid within 45 days of receipt without deduction, withholding or offset. Scantron may suspend any License Grant and/or Services provided under this Agreement until payments are brought current. Amounts not paid when due are subject to finance charges of 1% per month or the highest rate permitted by law (whichever is lower). Customer will pay or reimburse Scantron for all duties, taxes (other than taxes on Scantron's income), fees or other similar amounts assessed or imposed by governmental authorities. Scantron may at any time change fees for Products, Services or other items respecting future orders. Fees for Services not scheduled within 9 months of invoice date will be forfeited, unless extended in writing by Scantron.

**6. Term/Termination.** This Agreement remains in effect until Services are complete and all License Grants extended under this Agreement, if any, cease, or until terminated as provided herein. *Either party may terminate the Agreement without cause by providing 30-day written notice to the other party.* If a party fails to cure a default within 30 days after written notice explaining the default, the non-defaulting party may immediately terminate any License Grants, Services (including Work Products) or other items to which the default relates. Termination of this Agreement terminates further performance. If the termination is based upon a default of any License Grant, Customer will immediately stop using all Software, promptly remove it from any hardware on which the Software is installed, and within 20 days of termination return to Scantron or destroy all copies of any Software and Documentation in Customer's possession or control and certify the return or destruction of all Software and Documentation. Early termination does not relieve Customer of any payment obligations which arise prior to the effective date of such termination.

**7. Proprietary Rights; Confidentiality/Privacy/Security. A. Proprietary Rights.** The Products and Services (including any Work Product) are protected by copyright, trade secret and other proprietary rights of Scantron and its suppliers. Software and Work Product are licensed, not sold, to Customer. Scantron reserves all rights in Products, Services, Work Product and Documentation not expressly granted to Customer. **B. Limitations on Use.** Customer will not reproduce Products or Services, sell or sublicense Products or Services, permit the use of Software, Services or Documentation by others or otherwise operate Software for third parties (e.g., as a service bureau or data processing service), modify or translate Software, disassemble, reverse engineer or decompile Software or otherwise attempt to discover trade secrets related to Software, use the Software in excess of the licenses granted and license fees paid. **C. Confidentiality.** Both parties may acquire certain information that is confidential, proprietary or trade secret information of the other party or a third party ("Confidential Information") in the performance of this Agreement. The party receiving Confidential Information will use such information solely for performance under this Agreement, not disclose such information to any third party (excluding agents and, in the case of Scantron, its affiliated companies), and otherwise protect such information from any unauthorized use or disclosure. The receiving party shall bind its employees, agents and affiliates having access to Confidential Information to confidentiality obligations consistent with this provision. Neither party will be obligated to keep confidential any information that is publicly available through no fault of such party; received by such party from a third party not under a confidentiality obligation regarding the information; independently developed by such party without referring to the Confidential Information; or required by applicable law to be disclosed by such party. Scantron may reflect the Customer's name in a customer list and the respective products involved. **D. Privacy/Security.** Scantron will

maintain and monitor policies and procedures to meet the data security objectives of the Health Insurance Portability and Accountability Act of 1996 ("HIPAA"), the Gramm-Leach-Bliley Act, the Fair and Accurate Credit Transactions Act, the Fair Credit Reporting Act, and other related laws and regulations (collectively, the "Privacy Laws"), by addressing administrative, technical and physical safeguards designed to (i) ensure the security and confidentiality of nonpublic personal information relating to Customer's customers, (ii) protect against any anticipated threats or hazards to the security or integrity of such information, and (iii) protect against unauthorized access to or use of such information that could result in substantial harm or inconvenience to Customer. With reasonable advance notice, Scantron will permit a review during regular business hours to assess whether appropriate key controls are in place, or will provide reasonable documentation to verify compliance with its obligations under this paragraph. If Customer is a "covered entity" under HIPAA, Scantron agrees to execute a business associate agreement upon the reasonable request of Customer and to the extent required by law. Upon execution by both parties, such business associate agreement shall be incorporated herein by this reference.

**8. Warranties. A. Software.** In addition to the warranty (if any) provided in the Documentation, Scantron warrants the CD, DVD downloaded files or other media carrying the Software against defects in materials or manufacture for a period of 90 days following the delivery of the Software. During such warranty period, Scantron will, at its expense, replace any defective media provided that Scantron is promptly notified upon discovery of such defects during the warranty period, the defective item is returned to Scantron, there is no evidence that such defects have been caused by misuse, neglect, alteration, accident or by any cause external to the media. If Scantron is unable to comply with the foregoing limited warranty, Customer's sole and exclusive remedy shall be to terminate the License Grant by returning the Software for a refund of the Software fees. In addition, Scantron warrants to Customer that on the date any custom software is delivered by Scantron for installation on Scantron approved hardware, it will substantially meet the specifications stated in the Statement of Work and/or final Functional Specifications agreed upon by the parties in writing. Customer must notify Scantron in writing of any claim under this limited warranty within 30 days after delivery. It is Customer's responsibility to demonstrate to Scantron the errors for which Customer requests warranty service. While there can be no assurance that the performance of the custom software will be uninterrupted or error-free, Scantron will undertake to identify and correct such custom software and/or documentation errors as Customer may timely bring to Scantron's attention. Scantron's sole obligation, and Customer's sole remedy, shall be the making of such corrections by Scantron, which may include reasonable "work-around" solutions. If Scantron personnel discover that the failure reported is attributable to user error, or to Customer's failure to provide an acceptable operating environment, or to any other non-warranted cause, then Customer will be obligated to pay Scantron for its time and expenses incurred in diagnosing the cause, at Scantron's then-standard rates. **B. Forms.** Scantron warrants that the Forms will function in all material respects consistent with specifications appearing in the applicable Documentation. If a problem occurs with the Forms caused by an error in Scantron's manufacturing process, Scantron will replace any defective Forms. Scantron reserves the right to examine all Forms claimed to be defective. If Scantron determines the Forms to be defective, Scantron will take the necessary steps to correct the problem by reprinting or using alternative data capture methods. **C. Hardware Products.** For a period of 30 days (or such other period as agreed in the Scantron Schedules) following the delivery of any hardware Product (including additions, upgrades and parts), Scantron warrants that such hardware Product will function in all material respects consistent with specifications appearing in the applicable Documentation. Scantron will use reasonable efforts to correct any hardware Product (by either repair or replacement, at Scantron's sole discretion) that fail to comply with the foregoing limited warranty, provided that Customer gives Scantron prompt written notice of such failure during the given warranty period, and Scantron is able to reproduce the noncompliance. Customer will provide reasonably assistance to Scantron in reproducing the failure. For Depot warranty repairs, Customer shall ship, at its own expense, the hardware Products to the Scantron Depot Service Center. The cost of return shipping shall be paid by Scantron. For Central Exchange warranty repairs, Customer shall promptly call Scantron's Call Center for diagnosis and consultation. Upon Scantron's diagnosis, Scantron will ship a replacement for the hardware Product. Customer shall install the replacement per Scantron's specifications. Within 5 business days of receipt of the replacement, Customer shall return the original, faulty Products to Scantron via the enclosed shipping label. In the event Customer fails to return the failed Products within 10 business days, Customer shall be charged the full retail value of the Products. For On-Site warranty repairs, Scantron shall provide the repair services at Customer's premises (during Scantron's regular business hours). **D. Services.** Scantron warrants that the Services will be provided in a professional and workmanlike manner consistent with the definition of the Services to be performed. Provided that Customer gives Scantron written notice of failure to meet the foregoing warranty within 30 days after completion of Services, Scantron will use reasonable efforts to correct any Services that fail to comply with the foregoing warranty. If Scantron is unable to correct or re-perform the Services, Customer's sole and exclusive remedy shall be a refund of the reasonable portion of the fees paid with respect to such Services. **E. Third Party Products.** Some Products and Services may include or operate in conjunction with computer programs, data or hardware supplied by a third party. Other than third party programs or data that are embedded in, and delivered as, an inseparable part of the Product or Services, all third party computer programs, data and hardware ("Independent Third Party Products") are supplied "AS IS" by Scantron. If Independent Third Party Products are supplied with separate warranty and support terms that can be passed through to Customer, the third party that supplies such programs and data is responsible for fulfilling such warranty and support terms, and Scantron makes no warranty and assumes no obligation with respect to such items. **F. Exclusive Warranties and Remedies.** Scantron does not warrant that the Products are free from all bugs, errors or omissions. The foregoing warranties do not extend to any failure of the Products caused by modification or change not made by Scantron, noncompliance because of use of the Products or Services in combination with items furnished by anyone other than Scantron or not approved in writing for use with the Products or Services by Scantron, or use of the Products in an operating environment other than as specified in writing by Scantron. THE WARRANTIES AND REMEDIES SET FORTH IN THIS SECTION ARE EXCLUSIVE AND ARE IN SUBSTITUTION FOR ALL OTHER WARRANTIES, OBLIGATIONS AND LIABILITIES OF SCANTRON, INCLUDING, BUT NOT LIMITED TO, ANY IMPLIED WARRANTY OF MERCHANTABILITY, NON-INFRINGEMENT OR FITNESS FOR A PARTICULAR PURPOSE.

**9. Limitations of Liability.** SCANTRON'S ENTIRE LIABILITY, WHETHER IN CONTRACT, TORT (INCLUDING NEGLIGENCE), PRODUCT LIABILITY, STRICT LIABILITY, OR OTHER LEGAL OR EQUITABLE THEORY, FOR ANY CLAIM ARISING FROM OR RELATED TO THIS AGREEMENT OR ANY PRODUCTS, SERVICES, DELIVERABLES OR OTHER ITEMS FURNISHED OR TO BE FURNISHED UNDER THIS AGREEMENT, WILL IN NO EVENT EXCEED THE LESSER OF (i) THE FEES PAID TO SCANTRON BY CUSTOMER FOR THE APPLICABLE ITEM WHICH IS THE BASIS FOR THE CLAIM, OR (ii) THE FEES PAID TO SCANTRON BY CUSTOMER FOR THE APPLICABLE ITEM WHICH IS THE BASIS FOR THE CLAIM DURING THE 12 MONTH PERIOD IMMEDIATELY PRECEDING THE OCCURRENCE OF THE EVENT GIVING RISE TO THE CAUSE OF ACTION NOTWITHSTANDING ANY FAILURE OF ESSENTIAL PURPOSE OF ANY LIMITED REMEDY. NO ACTION RELATED TO THIS AGREEMENT MAY BE BROUGHT MORE THAN 2 YEARS AFTER THE OCCURRENCE OF THE EVENT GIVING RISE TO THE CAUSE OF ACTION IN NO EVENT WILL SCANTRON BE LIABLE TO CUSTOMER OR TO ANY OF CUSTOMER'S CUSTOMERS OR ANY OTHER PERSON OR ENTITY FOR LOST DATA, LOST PROFITS, INTEREST OR COST OF MONEY, OR FOR COVER, OR FOR ANY PUNITIVE, INDIRECT,

INCIDENTAL, SPECIAL OR CONSEQUENTIAL DAMAGES ARISING OUT OF SCANTRON'S PERFORMANCE OR NONPERFORMANCE OR THE USE OF, INABILITY TO USE OR RESULTS OF USE OF ANY PRODUCTS, SERVICES, DELIVERABLES, OR OTHER ITEMS

**10. Defense of Infringement Claims.** Scantron will defend Customer against any claim based upon infringement of any U.S. patent, copyright or trademark by the Products (not including the Independent Third Party Products), provided that Customer promptly notifies Scantron of such proceeding. Scantron has exclusive control over the defense and settlement of the proceeding. Customer provides reasonably requested assistance in the defense and settlement of the proceeding, and Customer complies with any settlement or court order made in connection with such proceeding. Scantron will indemnify Customer against any and all damages, costs and attorneys' fees finally awarded against Customer in any such proceeding, reimburse Customer's reasonable, out-of-pocket expenses incurred in providing assistance requested by Scantron, pay any amounts agreed by Scantron in settlement of any claims of infringement. Scantron's obligations under this Section will not apply to any infringement arising out of use or combination of the Products with products, goods, services or other items not furnished or approved in writing for use with the Products and/or Services by Scantron, modification or change not made or authorized in writing by Scantron, use of an infringing version of the Products when a comparable noninfringing version has been made available to Customer, or Products developed to specifications which Customer has supplied or required of Scantron. In the event that Scantron reasonably believes it will be required to discontinue offering the Products, Scantron will, at its option, do one of the following: obtain for Customer the right to continue use of the Products, modify the Products to make them noninfringing, or if Scantron is not reasonably able to accomplish the foregoing, terminate Customer's right to use the infringing Products and refund to Customer a pro-rata portion of the fees Customer paid to Scantron for such Products, amortized on a three-year straight line basis from the date of delivery. THIS SECTION STATES THE ENTIRE LIABILITY OF SCANTRON WITH RESPECT TO INFRINGEMENT OF ANY PATENT, COPYRIGHT, TRADEMARK OR OTHER INTELLECTUAL PROPERTY RIGHT BY ANY PRODUCTS, SERVICES, DELIVERABLES OR OTHER ITEMS FURNISHED OR TO BE FURNISHED UNDER THIS AGREEMENT

**11. Miscellaneous.** **A. No Waiver.** The failure of either party to enforce any rights under this Agreement or to take action against the other party will not be deemed a waiver by that party as to subsequent enforcement of rights. **B. Assignment.** This Agreement may not be assigned or transferred in any way by Customer without Scantron's prior written consent. Attempted assignments without Scantron consent are void. **C. Notices.** Notices shall be in writing and delivered by hand, mail or courier and will be deemed delivered only upon receipt. **D. Applicable Law.** This Agreement will be interpreted, construed and enforced in all respects in accordance with the local laws of the State of Florida, USA, without reference to its choice of laws principles. Customer and Scantron each waive application of the 1980 UN Convention on Contracts for the International Sale of Goods. **E. Dispute**

**Resolution.** Any dispute arising from or related to this Agreement will be settled exclusively by binding arbitration conducted in accordance with the Commercial Arbitration Rules of the American Arbitration Association. Any arbitration will be held in the State of Florida, USA. Arbitration will be before a single arbitrator active in a state bar with experience in business respecting the subject matter of the dispute. The award of the arbitrator will be final and binding, and judgment may be entered upon it in any court having jurisdiction. In no event will the arbitrator award punitive damages or an award in excess of the amount of direct compensatory damages consistent with the limitations of liability in this Agreement. Except as required by law, the parties may not disclose the contents or results of any arbitration hereunder without the prior written consent of all parties. Either party may seek equitable relief from any court having jurisdiction to the extent necessary to prevent irreparable harm. **F. Equal Employment Opportunity, Affirmative Action.** In connection with Scantron's performance under this Agreement, unless exempt, the Equal Opportunity Clauses as set forth in Section 202 of Executive Order 11246, as amended, 41 C.F.R. § 14(a), Section 402 of the Vietnam Era Veterans Readjustment Act of 1974, as amended, 41 C.F.R. § 250.5(a), Section 503 of the Rehabilitation Act of 1973, as amended, and 41 C.F.R. § 741.5(a) are incorporated by reference. Scantron has developed and maintains an affirmative action program. **G. Insurance.** Scantron shall carry and maintain commercial general liability insurance in an amount not less than \$1 million per occurrence with a \$2 million aggregate covering claims for bodily injury, death, personal injury or property damage. **H. Restricted Rights.** If Customer is the United States Government or any agency or instrumentality thereof, the Software and Documentation are provided with RESTRICTED RIGHTS. Use, duplication or disclosure by the United States Government is subject to restriction as set forth in (i) subparagraph (c)(1)(ii) of the Rights in Technical Data and Computer Software clause at DFAR 252.227-7013 (October 1988), if Customer is subject to Department of Defense Federal Acquisition Regulations, or (ii) FAR 52.227-19 (June 1987), if Customer is not subject to the DFAR, but is the United States Government or any agency or instrumentality thereof. The "manufacturer" or "contractor", for purposes of such provisions, is Scantron Corporation, 1313 Lone Oak Road, Eagan, MN 55121-1334. The Software is a "commercial item" as that term is defined at 48 C.F.R. 2.101 (Oct 1995), consisting of "commercial computer software" and "commercial computer software documentation," as such terms are used in 48 C.F.R. 12.212 (Sept 1995). Consistent with 48 C.F.R. 12.212 and 48 C.F.R. 227-7202-1 through 227-7202-4 (June 1995), all U.S. Government End Users acquire the Software and Documentation with only those rights set forth herein. **I. Compliance with Laws.** Customer shall, at all times, use the Products and Services in compliance with all applicable laws, including observing the terms and conditions of its own privacy policies and applicable copyright laws when requesting the design and printing of forms. **J. Entire Agreement.** This Agreement in conjunction with the applicable purchase order and Scantron Schedules supersedes any and all prior agreements among the parties related to the Products, the Services and any other items provided hereunder. No modification of any of the provisions of this Agreement will be valid unless set forth in a written instrument signed by both parties. - END -

#### Additional Quote Terms

- Pricing is valid for 30 days from date on this quote, unless extended in writing by Scantron.
- Pricing does not include sales tax or shipping, if applicable
- Payment terms are net 45 with a valid purchase order (on approved credit), or pre-paid with a credit card
- All products will be shipped F.O.B. Origin
- If Customer requests changes to the scope of the project, Scantron reserves the right to make related changes to price, hardware, software or services, and to adjust deliverable dates
- Fees for services not scheduled within 9 months of invoice date will be forfeited, unless extended in writing by Scantron
- In addition to the terms set forth herein, all sales in this quote shall be governed by Scantron Corporation's Terms and Conditions of Sale attached hereto
- Scantron provides a limited warranty for Scantron products and services as further detailed in the Terms and Conditions. Independent third party products are supplied by Scantron "AS-IS". The third party may have a separate warranty and support terms that apply (e.g., ABBYY's Flexicapture software is subject to an end user license agreement, a copy of which is located at <http://www.scantron.com/legal/flexicaptureterms.aspx>, and Turning Technologies provides a one year warranty and support for its student response systems, details of which are included in its product packaging)
- THE LIMITATIONS OF LIABILITY CONTAINED IN THE TERMS AND CONDITIONS APPLY TO THIS QUOTE AND STATE IN PART THAT SCANTRON SHALL NOT BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL OR CONSEQUENTIAL DAMAGES, AND THAT SCANTRON'S ENTIRE LIABILITY FOR ANY CLAIM ARISING FROM OR RELATED TO THIS QUOTE WILL NOT EXCEED THE LESSER OF (i) THE FEES PAID TO SCANTRON FOR THE APPLICABLE ITEM WHICH IS THE BASIS FOR THE CLAIM, OR (ii) THE FEES PAID TO SCANTRON FOR THE APPLICABLE ITEM WHICH IS THE BASIS FOR THE CLAIM DURING THE TWELVE (12) MONTH PERIOD IMMEDIATELY PRECEDING THE OCCURRENCE OF THE EVENT GIVING RISE TO THE CAUSE OF ACTION
- The terms of any Customer issued purchase order or any other communication which are additional to or inconsistent with this quote are not binding unless expressly agreed to in writing by Scantron
- Customer's agreement with the terms of this quote shall be indicated by either a signature hereon, or by issuance of a purchase order confirming Customer's intent to purchase the products and/or services included on this quote. Once accepted by Scantron, all sales in this quote are final.

Accepted by

\_\_\_\_\_  
Customer's Authorized Signature

\_\_\_\_\_  
Date

[Required if value is greater than \$25,000 or if no purchase order is to be issued by the customer]

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Title of Person Who Signed

\_\_\_\_\_  
Print Name of Person Who Signed

Quote\_Terms Rev 02/24/2012

**Approved As To Form:**



\_\_\_\_\_  
School Board Attorneys Office