4. AWARD OF CONTRACT

It is the intent of the District to award a contract(s) for each item in the Rate Schedule Section either "per category," "individually", "in any combination", or "as a whole," to any of the three lowest responsive and responsible bidder(s), pursuant to the authority granted under California Public Contract Code Sections 20111 and 20118.1, to a single or to multiple vendors, whichever is in the best interest of the District. Award is contingent upon timely compliance with all bid conditions and specifications which must be satisfied prior to award of contract.

5. BASIS OF AWARD

The award(s) shall be made to the responsive and responsible bidder(s) who submits the Lowest Total Combined costs, either "individually", "per category", "as a whole" or "in any combination", whichever may be in the best interest of the District. All "rate of discount offered" in the bid must be as District requested (i.e. case, each, package, etc.). After contract award and for items under "rate of Discount", the Contractor shall be held to the "Percentage Rate of Discount" submitted from published price list for each specified manufacturer.

The "percentage rate of discount offered" bid in the Rate Schedule Section (Section iii) shall include any delivery charge to allow for delivery on an FOB Destination basis. The District will verify all conversion and computations, if necessary.

The cash/trade discount shall be included in the determination of low bid. A cash discount for a time period of less than 30 days may be considered. The cash discount offered in excess of 10% will be considered a "trade discount". A trade discount offered will be deducted from the unit price(s) bid, thus establishing the items normal/actual contract cost with zero percent cash discount for early payment.

Payment is contingent upon acceptance of the work and approval of invoice(s) by the District Authorized Representative or designee.

The District, in an effort to become the Public agency of choice, has expanded upon its ongoing Small Business Enterprise (SBE) program to further encourage and promote SBE participation in District business opportunities.

In furtherance of the SBE community and program, efforts resulting in contract award(s) stemming from this solicitation, any contract awardee(s) from this solicitation who are certified Small Business Enterprises, will be entitled to a faster payment process. Contract awardee(s) who have been certified by agencies such as the State of California's Department of General Services, the City of Los Angeles, Metropolitan Water District, or by the Los Angeles Unified School District (must attach proof of certification at the time

Bidder Name: Pacific OneSource, Inc dba STS Education

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
	99	Document Camera #1	\$185	21.12 %	\$ 145,93	Hovercam	HCSS II	14447.0
	300	Document Camera #2	NO BID	NO BID % :	s NO BID	NO BID	NO BID	#VALUE!
1	Note 1:	Bidder to indicate percentage (° •) off catalog for other				41° (Percenta	ge discount)	

tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Disco	ount		Discounted Price	Brand	Product No.	Extended Cost
<u>a</u>	99	Collaboration Endpoint	NO BID	NO BID	9,0	s	NO BID	NO BID	NO BID	#VALUE!
b	99	Optional 3-year warranty with on-site repair replacement	NO BID	NO BID	00	5	NO BID	NO BID	NO BID	
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*					<u> </u>	<u> </u>	centage discount)	

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar	\$3,999	28.75 %	\$ 2564.31	Logitech	960-001308	253866.6
4b	99	Optional 3-year service plan	\$999	17.92 %	\$ 820	Logitech	994-000168	8118
N	ote 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			17	.92 % (Perc	entage discount)	

item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discoun	t		Discounted Price	Brand	Product No.	Extended Cost
Sa	1000	Plugable Dual Monitor Docking Station Hub	\$NO BID	NO BID	9,0	\$	NO BID	NO BID	NO BID	
5b	1000	Optional 2nd year manufacturer warranty	\$NO BID	NO BID	0	5	NO BID	NO BID	NO BID	
,	Bidder to indicate percentage (%) off catalog for othe Note 1: Bidder to indicate percentage (%) off catalog for othe hardware and software not listed above* *Please include a copy of the catalog with your hid. T **Discounted unit cost should include Section II.C. 24		us will not be included in t	he Basis of Award		- Tax	N	O BID_ % (Percenta	age discount)	

CATEGORY 5:	STUDENT HEADSETS					No.		
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
5	100,000	3.5mm Stereo Headsets with Boom Mic	\$13.95	T9.71 %	\$ 11.2	AVID	AE-36 White	112000
N	lote 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			19	Percent) ہٰ 9	age discount)	
		*Please include a copy of the catalog with your bid. This will no **Discounted unit cost should include Section II.C. 24. Require		sis of Award				

CATEGORY 6	5: PROJECTORS							
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7e	900	Projector #1	\$1,049	49.83 %	S 526.32	ViewSonic	PG707W	\$ 473688
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	s	e, o	s	Peerless		\$ 0
8	800	Projector #2	SNO BID	NO BID %	s NO BID	NO BID	NO BID	s
9	800	Projector #3	\$NO BID	NO BID %	\$ NO BID	NO BID	NO BID	\$

10	199	Projector #4	\$5	,099	33.68 %	\$ 3381.54	ViewSonic	LS920WU	s	672926.46	
(10	Projector #5	\$NO BID	NO BID	90	\$ NO BID	NO BID	NO BID	s		
12	10	Projector #6 Bidder to indicate percentage (%) off catalog for ot	\$NO BID	NO BID	9.6	\$ NO BID	NO BID	NO BID	s		
	Note 1:	hardware and software not listed above*	hardware and software not listed above* *Please include a copy of the catalog with your bid. This will not be included in the Basis of Award 12.37 % (Percentage discount)								

tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage D	iscount	Dis	counted Price	Brand	Product No.	Extended Cost
3	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1	\$1,034.51		7.74 %	s	954.42	МоотеСо	2G5KH-26	95442
4	800	PROJECTION SCREEN #1	\$NO BID	NO BID	0 0	s NO	BID	NO BID	NO BID	
5	800	PROJECTION SCREEN #2	\$NO BID	NO BID	0.0	s No	BID	NO BID	NO BID	
6	200	PROJECTION SCREEN #3 Bidder to indicate percentage (%) off catalog for other	\$NO BID	NO BID	40	s NO	BID	NO BID	NO BID	

tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1	s	9,0	\$			
	600	65"	\$5,069	63.2 %	\$ 1865.59	Promethean	AP9-B65-NA-1	111935
	600	70"	\$NO BID	NO BID %	\$ NO BID	NO BID	NO BID	
	600	75"	\$7,569	68.96 %	S 2349.46	Promethean	AP9-B75-NA-1	140967
\	600	80°	\$NO BID	NO BID %	\$ NO BID	NO BID	NO BID	
	600	85"	\$10,639	69.83 %	\$ 3209.68	Promethean	AP9-B86-NA-1	192580
	1000	wall mount		INCLUDED WITH IFP %	\$ IFP	Promethean	INCLUDED WITH	IFP
	1000	cart/stand	\$709	47.11 %	\$ 375	Promethean	AP-FSM-TR	37500
1000					\$ 375		AP-FSM-TR	FP
		*Please include a copy of the catalog with your bid. This will no	of he included in the Ba	sis of Award				

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount		Discounted Price	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch	\$NO BID	NO BID	0,0	S NO BID	NO BID	NO BID	
19	2000	4x2 HDMI Matrix Switch	\$NO BID	NO BID	0.	S NO BID	NO BID	NO BID	
20	1500	Portable Mobile PA System	SNO BID	NO BID	0	S NO BID	NO BID	NO BID	
21	1500	UHF Cardioid Dynamic Wireless Microphone System	SNO BID	NO BID	۰,	S NO BID	NO BID	NO BID	
22	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	SNO BID	NO BID	96	S NO BID	NO BID	NO BID	
23	500	FM Receiver with seek-button channel selection	SNO BID	NO BID	9.0	S NO BID	NO BID	NO BID	
24	500	Folding Headphones	\$NO BID	NO BID	0,0	S NO BID	NO BID	NO BID	
25	100	Large water-resistant Carry Case	SNO BID	NO BID	00	S NO BID	NO BID	NO BID	
26	200	Neckloop	SNO BID	NO BID	90	S NO BID	NO BID	NO BID	
27	1500	Mobile Storage Cart	\$126.9	8 11.7	2 %	\$ 66.66	Luxor	ECAA-B	999
ı	Note 1:	Bidder to indicate percentage (% a) off catalog for other hardware and software not listed above*				NO BI	Do(Per	centage discount)	
(*Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II.C. 24. Requ		asis of Award					

BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.) Estimated Annual Item No. Quantity Item Description Cost Per Unit 28 99 SECTION 1- INTEGRATION SERVICES \$75

*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)

Item No.	Estimated Annual Quantity Item Description		Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	\$50
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	
29C	1500	TRAINING SERVICES (per hour)	\$133.34

						Bidder Name:	Pacific OneSource, Inc db	a STS Education
RY I: D	OCUMENT CAMERA							
tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
	99	Document Camera #1	\$	0.0	s			
	300	Document Camera #2	\$	96	s			
No	te 1:	Bidder to indicate percentage (°•) off catalog for other *Please include a copy of the catalog with your bid. This wil **Discounted unit cost should include Section II C. 24. Requ	I not be included in the	he Basis of Award		° ₀ (Perce	ntage discount)	
CATEGORY 2: C	OLLABORATION DEV	ICE						
tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
За	99	Collaboration Endpoint	\$	9e	\$			
ib	99	Optional 3-year warranty with on-site repair replacement Bidder to indicate percentage (%) off catalog for other	\$	9.0	s			
		*Please include a copy of the catalog with your bid. This wil **Discounted unit cost should include Section II.C. 24. Requ		he Basis of Award			entage discount)	
CATEGORY 3: C	OLLABORATION CAM	ERA BAR						
tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
a	99	Collaboration Camera Bar	s	9,0	\$			
b	99	Optional 3-year service plan	5	96	s			
Not	le 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	1-			% (Perce	entage discount)	
		*Please include a copy of the catalog with your bid. This wil **Discounted unit cost should include Section II.C. 24. Requ	I not be included in the area Services	ne Basis of Award				
CATEGORY 4: H	UB		100					SOLVE
tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
a	1000	Plugable Dual Monitor Docking Station Hub	\$	9 ₀				
b	1000	Optional 2nd year manufacturer warranty	s	90	s			
Not	e 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II C. 24. Requ	I not be included in the			% (Perce	ntage discount)	

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cos
6	100,000	3.5mm Stereo Headsets with Boom Mic		0.0	s	Diane.	Troduct No.	Extended Cos
יז	lote 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*				º₀ (Perce	ntage discount)	
		*Please include a copy of the catalog with your bid. This will no **Discounted unit cost should include Section II C. 24. Require		he Basis of Award				

CATEGORY	s: PROJECTORS	经现代的						
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7a	900	Projector #1	\$1,999	3.26 %	S 1,933.88	LG	BF40QS	174049
7b	900	Optional Peerless ceiling mount suspension plate and extension column and or other District-approved manufacturer	s	é o	s			
8	800	Projector #2	s	0	s			
9	800	Projector #3	s	a, o	s			

10	199	Projector #4	\$2,999	8.7 %	s	2,738.08	LG	BF60PST	544877.92
<u> </u>	10	Projector #5	s	• 0	s				
12	10	Projector #6	\$	9.0	s				
	Note 1:	Bidder to indicate percentage (%) off cata hardware and software not listed above* *Please include a copy of the catalog with **Discounted unit cost should include Sec	your bid. This will not be included in the Basis of	of Award			% (Percentag	e discount)	

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost		
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1	s	9,0	S					
14	800	PROJECTION SCREEN #1	s	9,6	s					
15	800	PROJECTION SCREEN #2	s	0,	s					
16	200	PROJECTION SCREEN #3	s	90	s					
	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* "Picase include a copy or the catalog with your ord. This will be	ot de included in t	ne basis of Award		° « (Perce	ntage discount)			
		*Discounted unit cost should include Section II.C. 24. Required Services								

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1	\$	9.0	\$			
	600	65"	\$4,359	64.31 %	\$ 1555.91	Promethean	AP9-A65-NA-1	933546
	600	70°	s	9.0	s			
(600	75"	\$7,139	71.43 %	\$ 2039.78	Promethean	AP9-A75-NA-I	1223868
1	600	80"	s	9/0	s			
	600	85"	\$9,929	70.79 %	S 2900	Promethean	AP9-A86-NA-1	1740000
	1000	wali mount		INCLUDED WITH IFP %	S IFP	Promethean	INCLUDED WITH I	FP
	1000	cart/stand	\$709	47.11 %	S 375	Promethean	AP-FSM-TR	375000
1	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*			Vitalian	• (Percenta	ge discount)	
		*Please include a copy of the catalog with your bid. This will no	t be included in the Ba	sis of Award				

tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost		
8	2000	ATSC TV Converter Switch	s	96	s					
9	2000	4x2 HDMI Matrix Switch	s	%	s					
.0	1500	Portable Mobile PA System	s	9 5	s					
1	1500	UHF Cardioid Dynamic Wireless Microphone System	5	e o	s					
2	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	s	%	s					
3	500	FM Receiver with seek-button channel selection	s	0.0	s					
4	500	Folding Headphones	s	%	5					
5	100	Large water-resistant Carry Case	s	9,0	s					
6	200	Neckloop	s	0.0	\$					
.7	1500	Mobile Storage Cart	\$	u ₀	s					
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will								

BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.) Estimated Annual Item No. Quantity Item Description Cost Per Unit 28 99 SECTION 1- INTEGRATION SERVICES S

*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)

Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	S
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	S
29C	1500	TRAINING SERVICES (per hour)	S

Bidder Name: Pacific OneSource, Inc dba STS Education

PRY	1: DOCUMENT CAMERA	Name of the Park o						
	Estimated Annual				700000000000000000000000000000000000000		1	2012 2002-201
Item No.	Quantity 99	Document Camera #1	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
2	300	Document Camera #2	5	0,0	\$	1		
	1000	Document Canada #=	3	- 6	3			
	Note 1:	Bidder to indicate percentage (%) off catalog for other			7	% (Percentag	ge discount)	
		*Please include a copy of the catalog with your bid. This will	not be included in the	Basis of Award				
		**Discounted unit cost should include Section II.C. 24. Requ	ired Services				West Constitution	
CATEGORY	2: COLLABORATION DEV	ICE 1						
Item No.	Estimated Annual Quantity	Item Description	List Price	Pinner	D			
3a	99	Collaboration Endpoint	S S	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
3b	99	Optional 3-year warranty with on-site repair replacement	\$	q _p				
	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*				o (Percentag	e discount)	
		*Please include a copy of the catalog with your bid. This will		Basis of Award				
		**Discounted unit cost should include Section B.C. 24. Requ	ired Services					
CATEGORY	3: COLLABORATION CAM	IERA BAR						
Item No.	Estimated Annual Quantity	Item Description	List Price	Powerstr D'-	Div		Carp na management	
4a	99	Collaboration Camera Bar	LIST PPICE	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
4b	99	Optional 3-year service plan	5		s			
	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	1*		19	N (D	" "	
	Note 1.					n (Percentag	e discount)	
4		*Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II.C. 24. Requi	not be included in the ired Services	Basis of Award				
CATEGORY	4: HUB	· · · · · · · · · · · · · · · · · · ·	Le charter	STATE OF				
	Estimated Annual		Name and Address of the Owner, where the Owner, which is the Owner, where the Owner, which is the Owner, where the Owner, which is the Owner, which i			Maria Constitution		A SACRECULES
Item No.	Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
5a	1000	Plugable Dual Monitor Docking Station Hub	s	9,0	s			
5b	1000	Optional 2nd year manufacturer warranty Bidder to indicate percentage (%) off catalog for other	\$	%	S			
	Note 1:	hardware and software not listed above*			-	° o (Percentag	e discount)	
		*Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II.C. 24. Requi	not be included in the l red Services	Basis of Award				
CATEGORY	5: STUDENT HEADSETS		D. C. T. C. L.				477	SE STORY
	Estimated Annual		Name and Address of the Owner, or the Owner,			The second secon		THE RESERVE TO SERVE
Item No.	Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
6	100,000	3,5mm Stereo Headsets with Boom M	ic \$	ū, _a	5			
	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*				% (Percentage	e discount)	
		*Please include a copy of the catalog with your bid. This will	not be included in the l	Basis of Award			e discount)	
		**Discounted unit cost should include Section II.C. 24. Requi						
CATEGORY 6	6: PROJECTORS	NEW YORKS THE	THE SECTION OF THE SE		6 P 47 18 P			公共 2000 至
	Estimated Appual		ALC: SECOND	THE RESERVED AND ADDRESS OF THE PARTY OF THE		THE REAL PROPERTY.	Carlo Santa	
Item No.	Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7a	900	Projector #1	S					
76	900	Optional Peerless ceiling mount suspension plate and						
7b	200	extension column and/or other District-approved manufacture	3					

(-5

N	lote 1:	Bidder to indicate percentage (%) off cat hardware and software not listed above* *Please include a copy of the catalog wit **Discounted unit cost should include So	h your bid. This will not be included in	n the Basis of Award	 % (Percentage	e discount)	
12	10	Projector #6	s				
(10	Projector #5	s				
10	199	Projector #4	s				

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1	s	0.0	S			
14	800	PROJECTION SCREEN #1	s	0,0	s	1		
15	800	PROJECTION SCREEN #2	s	96	5			
16	200	PROJECTION SCREEN #3	s	70	s			
	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* "riease include a copy of the catalog with your Did. 3 fils with n **Discounted unit cost should include Section II C. 24. Requir	-	nc basis of Award		° b (Perce	° (Percentage discount)	

tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1	s	. a	\$			
	600	65"	\$3,580	62.99 %	\$ 1324.88	Samsung	WA65C	79492
	600	70"	s	o _a	\$			
_	600	75"	\$4,980	70.83 %	\$ 1452.56	Samsung	WA75C	87153
	600	80"	s	9,0	s			
	600	85"	\$6,790	71.84 %	\$ 1912.4	Samsung	WA86C	114744
	1000	wall mount	\$99	76.43 %	\$ 23.33	BalanceBox	481A70	2333
	1000	cart/stand	\$629	48.77 %	\$ 322.22	BalanceBox	481A71001	32222
:	Note 1:	Bidder to indicate percentage (° e) off catalog for other hardware and software not listed above*				% (Percenta	ge discount)	
		*Please include a copy of the catalog with your bid. This will no	nt he included in the Ba	isis of Award				

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
8	2000	ATSC TV Converter Switch	s	9/0	\$			
)	2000	4x2 HDMI Matrix Switch	S	9/0	s			
)	1500	Portable Mobile PA System	S	0 0	s			
<u> </u>	1500	UHF Cardioid Dynamic Wireless Microphone System	\$	9.0	\$			
1	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	s	n _o	s			
	500	FM Receiver with seek-button channel selection	\$	9.0	\$			
	500	Folding Headphones	s	%	S			
5	100	Large water-resistant Carry Case	s	0 0	S			
6	200	Neckloop	s	o 0	s			
	1500	Mobile Storage Cart	s	9,6	s			
	Note 1:	Bidder to indicate percentage (*s) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II.C. 24. Requ		ne Basis of Award		° (Perce	ntage discount)	

BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.) Estimated Annual Item No. Quantity Item Description Cost Per Unit 28 99 SECTION 1- INTEGRATION SERVICES 5

*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)

Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	S
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	S
29C	1500	TRAINING SERVICES (per hour)	5

						Bidder Name; Pacif	ic OneSource, Inc db	STS Education
VR	Y I: DOCUMENT CAMERA				NEW ST		7.4	
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
I	99	Document Camera #1	S	0 0	s			
2	300	Document Camera #2	s	0,0	s			
	Note 1:	Bidder to indicate percentage (° 0) off catalog for other				% (Percentage	e discount)	
		*Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II.C. 24. Requi	not be included in the lired Services	Basis of Award		***************************************		
CATEGOR	Y 2: COLLABORATION DEV	CE						
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
3a	99	Collaboration Endpoint	s	0.0	s			
3b	99	Optional 3-year warranty with on-site repair replacement	s	ó°	s			
	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*				% (Percentage	e discount)	
		*Please include a copy of the catalog with your bid. This will	not be included in the	Basis of Award				
		**Discounted unit cost should include Section II.C. 24. Requi	red Services					
CATEGOR	Y 3: COLLABORATION CAM	ERA BAR					S. Maria	12 18 1
	Estimated Annual							Property of
Item No.	Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
4a	99	Collaboration Camera Bar	\$	96	S			
4b	99	Optional 3-year service plan	\$	0,	s			
	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*				° e (Percentage	e discount)	
		*Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section 81 C. 24. Requi	not be included in the fired Services	Basis of Award				
		No. of the second second				RIGHT		
CATEGORY	Y 4: HUB	2000年1月1日日本	MATERIAL SECTION					
Item No.	Estimated Annual Quantity	Item Description	List Price	Daniel Discourt	D:			
5a	1000	Plugable Dual Monitor Docking Station Hub	S S	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
	1000	Trugative Data Stormer Decking Station Title	*	/6	-D			
5b	1000	Ontional 2nd year manufacturer warrants	·	0.0	•			
5b	1000	Optional 2nd year manufacturer warranty Bidder to indicate percentage (%) off catalog for other	\$	0.6	s			
5b	1000 Note I:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	•		s	% (Percentage	e discount)	
5b		Bidder to indicate percentage (%) off catalog for other	•		s	% (Percentage	e discount)	
5b		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	•		s	° « (Percentage	e discount)	
5b		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	•		S	° a (Percentage	discount)	
5b		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	•		S	% (Percentage	discount)	
		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	•		s	° a (Percentage	discount)	
	Note I:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	•		S	° « (Percentage	c discount)	
	Note I: Y 5: STUDENT HEADSETS	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	•		S Discounted Price	° o (Percentage	Product No.	Extended Cost
CATEGORY	Note I: Y 5: STUDENT HEADSETS Estimated Annual	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II C 24. Requi	not be included in the I red Services	Basis of Award Percentage Discount				Extended Cost
CATEGORY	Y 5: STUDENT HEADSETS Estimated Annual Quantity 100,000	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II C. 24. Requi	not be included in the I red Services	Basis of Award Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
CATEGORY	Note I: Y 5: STUDENT HEADSETS Estimated Annual Quantity	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will: **Discounted unit cost should include Section II C 24. Requirements of the catalog with your bid. This will: **Discounted unit cost should include Section II C 24. Requirements of the country of the catalog with your bid. This will: **Discounted unit cost should include Section II C 24. Requirements of the catalog with your bid. **Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	not be included in the I red Services List Price	Basis of Award Percentage Discount	Discounted Price		Product No.	Extended Cost
CATEGORY	Y 5: STUDENT HEADSETS Estimated Annual Quantity 100,000	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II C. 24. Requi	not be included in the I red Services List Price ic S	Basis of Award Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
CATEGORY Jiem No. 6	V5: SPUDENT HEADSETS Estimated Annual Quantity 100,000	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II C 24. Requi	not be included in the I red Services List Price ic S	Basis of Award Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
CATEGORY Item No. 6	Y 5: STUDENT HEADSETS Estimated Annual Quantity 100,000	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section II C 24. Requi	not be included in the I red Services List Price ic S	Basis of Award Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost

900 800

800

Projector #1

Projector #2

Projector #3

Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer \$

	Note 1:	Bidder to indicate percentage (%) off of hardware and software not listed abov *Please include a copy of the catalog v **Discounted unit cost should include	ve* with your bid. This will not be included in the	Basis of Award	% (Percentag	e discount)	
12	10	Projector #6	S				
(_	10	Projector #5	s			2	
10	199	Projector #4	s				

tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
3	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1	s	0.0	s			
4	800	PROJECTION SCREEN#1	s	9/8	s			
5	800	PROJECTION SCREEN #2	s	0	s			
6	200	PROJECTION SCREEN #3	s	0,0	5			
r	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* "riesas enclude a copy of the catalog with your big. 1 his will not be included in the basis of Award				° o (Perc	entage discount)	

tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
7		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1	\$	0 0	\$			
	600	65"	\$3,917	65.28 %	S 1,359.9	5 ViewSonic	IFP6550 + IFP-EW-60	D-02 81597
	600	70"	s	0.0	S			
_	600	75"	\$5,967	70.92 %	S 1735.	4 ViewSonic	IFP7550 + IFP-EW-70)-02 104124
\	600	80"	s	9.0	s			
	600	85"	\$8,867	73.58 %	\$ 2342.	5 ViewSonic	IFP8650 + IFP-EW-86)-02 140550
	1000	wall mount	\$109	45.43 %	\$ 59.4	8 ViewSonic	WMK-047-2	5948
	1000	cart/stand	\$799	60.39 %	\$ 3164	7 ViewSonic	VB-STND-001	31647
	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will no	nt be included in the Ba	sis of Award		% (Percents	ige discount)	

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
18	2000	ATSC TV Converter Switch	s	Q.	s			
9	2000	4x2 HDMI Matrix Switch	S	1,0	s			
0	1500	Portable Mobile PA System	s	o a	S			
1	1500	UHF Cardioid Dynamic Wireless Microphone System	s	• 0	s			
2	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	s	96	s			
3	500	FM Receiver with seek-button channel selection	s	0 0	s			
4	500	Folding Headphones	s	0,0	S			
5	100	Large water-resistant Carry Case	s	o _a	5			
6	200	Neckloop	S	° a	S			
7	1500	Mobile Storage Cart	s	96	s			
•	Note 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will	not be included in th	ne Basis of Award	-	° o (Percei	nlage discount)	
		*Please include a copy of the catalog with your bid. This will **Discounted unit cost should include Section ILC. 24. Requ		ne Basis of Award				

BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.) Estimated Annual Item No. Quantity ltem Description Cost Per Unit 28 99 SECTION 1- INTEGRATION SERVICES \$

*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)

	Estimated Annual		
ltem No.	Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	\$
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	\$
29C	1500	TRAINING SERVICES (per hour)	\$

DRY I: D	OOCUMENT CAMERA			ACCOUNT OF SECOND	71 SEC. 10	Dittiger Paritie, 1	acific OneSource, Inc db	
	1062006					HEER	MESSEN AND AND	
No.	Estimated Annual Quantity	Item Description	List Price	Pt Dit	Ni			
	99		List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Co
		Document Camera #1	S	Φ,	S			
	300	Document Camera #2	S	a D	S			
Not	ote 1:	Bidder to indicate percentage (8 $_{0}$) off catalog for other				% (Percei	ntage discount)	
		*Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section H.C. 24. I	will not be included in the Required Services	he Basis of Award				
EGORY 2: C	COLLABORATION DEVI	ICE						
No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Co
	99	Collaboration Endpoint	s	9,6	s		11000011101	Lintoutu
	99	Optional 3-year warranty with on-site repair/replacemen	t S	o e	s			
					<u> </u>		•	
	ole 1:	Budder to indicate percentage (**a) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section II.C 24. I ERA BAR		he Basis of Award		% (Perce	ntage discount)	
EGORY 3: C	COLLABORATION CAM	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section II.C 24. I ERA BAR	Required Services		Disserved by			
EGORY 3: C	COLLABORATION CAM Estimated Annual Quantity	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section ILC 24. I ERA BAR Item Description	List Price	Percentage Discount	Discounted Price	% (Perce	Product No.	Extended Co
EGORY 3: C	COLLABORATION CAM Estimated Annual Quantity 99	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section II.C 24. I ERA BAR Item Description Collaboration Camera Bar	List Price	Percentage Discount	Discounted Price			Extended C
EGORY 3: C	COLLABORATION CAM Estimated Annual Quantity	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section ILC 24. I ERA BAR Item Description Collaboration Camera Bar Optional 3-year service plan	List Price	Percentage Discount	Discounted Price			Extended Co
TEGORY 3: C	COLLABORATION CAM Estimated Annual Quantity 99	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section II.C 24. I ERA BAR Item Description Collaboration Camera Bar	List Price	Percentage Discount	Discounted Price	Brand		Extended C
FEGORY 3: C	Estimated Annual Quantity 99	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section ILC 24. I ERA BAR Item Description Collaboration Camera Bar Optional 3-year service plan Bidder to indicate percentage (%) off catalog for other	List Price S	Percentage Discount	Discounted Price	Brand	Product No.	Extended Co
FEGORY 3: C	Estimated Annual Quantity 99 99	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section II.C 24. I ERA BAR Item Description Collaboration Camera Bar Optional 3-year service plan Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	List Price S	Percentage Discount	Discounted Price	Brand	Product No.	Extended Co
No. Note EGORY 4: H	Estimated Annual Quantity 99 99	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section II.C 24. I ERA BAR Item Description Collaboration Camera Bar Optional 3-year service plan Bidder to indicate percentage (%) off catalog for other hardware and software not listed above*	List Price S	Percentage Discount	Discounted Price S Discounted Price	Brand	Product No.	
No. Note EGORY 4: H	Estimated Annual Quantity 99 99 101: 1:	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section II.C 24. I ERA BAR Item Description Collaboration Camera Bar Optional 3-year service plan Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section II.C 24. I	List Price S S will not be included in the equired Services	Percentage Discount o o o o o o o o o o o o o o o o o o o	S S Discounted Price	Brand ° o (Percer	Product No.	
No. Note EGORY 4: H	Estimated Annual Quantity 99 99 101: UB Estimated Annual Quantity	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section ILC 24. I ERA BAR Item Description Collaboration Camera Bar Optional 3-year service plan Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section ILC 24. I Item Description Plugable Dual Monitor Docking Station Hub	List Price S will not be included in the tequired Services	Percentage Discount 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	S S Discounted Price	Brand ° o (Percer	Product No.	
No. Not TEGORY 4: H	Estimated Annual Quantity 99 99 10 1: IUB Estimated Annual Quantity 1000	hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Discounted unit cost should include Section II.C 24. I ERA BAR Item Description Collaboration Camera Bar Optional 3-year service plan Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This **Unscounted unit cost should include Section II.C .24. I Item Description	List Price S will not be included in the tequired Services List Price S S	Percentage Discount oo oo he Basis of Award Percentage Discount	S Discounted Price S	Brand * o (Percel Brand	Product No.	Extended Co

CATEGORY 5:	STUDENT HEADSETS							
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cos
5	100,000	3.5mm Stereo Headsets with Boom Mi	c \$	4.	s			
N	iote I:	Bidder to indicate percentage ($^{o}_{o}$) off catalog for other hardware and software not listed above				% (Perce	ntage discount)	
		*Please include a copy of the catalog with your bid. This will a **Discounted unit cost should include Section II.C. 24. Require		the Basis of Award				

CATEGORY 6	CATEGORY 6: PROJECTORS									
Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost		
79	900	Projector #1	s							
7b	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	s							
8	800	Projector #2	s							
9	800	Projector #3	S							

	Note 1:	Hidder to indicate percentage (%) off ca hardware and software not listed above *Please include a copy of the catalog w **Discounted unit cost should include s	* th your bid. This will not be included in the Basis of	ot Award	° o (Percenta	ge discount)	
12	10	Projector #6	s				
(_	10	Projector #5	\$				
10	199	Projector #4	s				

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1	s	9,0	\$			
14	800	PROJECTION SCREEN #1	s	9%	s	1		
15	800	PROJECTION SCREEN #2	s	%	s			
16	200	PROJECTION SCREEN #3	s	9,0	s			
	Note 1:	Budder to indicate percentage (%) off catalog for other hardware and software not listed above "ruease include a copy or the catalog with your oid. I his with a "Discounted unit cost should include Section II C 24 Requir		1]3	° è (Perce	entage discount)	

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
17		INTERACTIVE FLAT PANEL DISPLAY -INTERACTIVE TOUCH BOARD #1	\$	0.0	\$			Į.
1	600	65"	\$2,500	33.27 %	\$ \$1,668.26	LG	65TR3DK-B	100095
	600	70"	\$	96	\$			
(600	75"	\$3,125	33.71 %	S \$2,071.41	LG	75TR3DK-B	124284
1	600	80"	\$	a, _o	s			
	600	85"	\$4,250	35.39 %	\$ \$2,746.00	LG	86TR3DK-B	164760
,	1000	wall mount	\$56	-81.77 %	S 101.79	LG	WM-L000S	10179
ı	1000	cart/stand	\$438	14.38 %	\$ 375	LG	ST-000F	37500
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above.* **Please include a copy of the catalog with your bid. This will not be included in the Basis of Award						

tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cost
8	2000	ATSC TV Converter Switch	s	9,6	s			
9	2000	4x2 HDMI Matrix Switch	\$	96	s			
0	1500	Portable Mobile PA System	S	o _o	s			
1	1500	UHF Cardioid Dynamic Wireless Microphone System	s	0 0	s			
2	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	s	9/0	s			
3	500	FM Receiver with seek-button channel selection	S	9.0	s			
4	500	Folding Headphones	s	96	s			
5	100	Large water-resistant Carry Case	s	o o	S			
6	200	Neckloop	s	a a	s			
7	1500	Mobile Storage Cart	s	76	5			
Note 1:		Bidder to indicate percentage (%) off catalog for other hardware and software not listed above* *Please include a copy of the catalog with your bid. This will not be included in the Basis of Award						

BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH CATEGORY 10A: INTEGRATION SERVICES WITH WAREHOUSING AND DELIVERY FOR HYBRID COMPONENTS (HUB, CAMERA BAR, EARSPEAKERS, ETC.) Estimated Annual Item No. Quantity Item Description Cost Per Unit 28 99 SECTION 1- INTEGRATION SERVICES S

*Please include a copy of the catalog with your bid. This will not be included in the Basis of Award

ı	CATEGORY 10B: INTEGRATION SERVICES FOR NON-HYBRID COMPONENTS (INCLUDING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOUCH FLAT PANEL DISPLAYS, ETC.)
ı	

Item No.	Estimated Annual Quantity	Item Description	Cost
29A	1000	SECTION 1- INTEGRATION SERVICES (per unit charge)	5
29B	2000	SECTION 1- INTEGRATION SERVICES (per hour charge)	
29C	1500	TRAINING SERVICES (per hour)	5