#### 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.

A Cash Discount of	_%	45	Days	is	being	offered.
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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: CATEGORY E DOCUMENT CAMERA Estimated Annual Item Description List Price Percentage Discount Discounted Price Brand Product No. Extended Cost Document Camera #1 % 5 Document Camera #2 % S Note 1: Budder to indicate percentage (%) off cutalog for other \_\_\_\_ % (Percentage discount) \*Picase 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. Required Services

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount		Discounted Price	Brand		
а	99	Collaboration Endpoint	s	%		2 occument Price	Dranu	Product No.	Extended Cost
)	99	Optional 3-year warranty with on-site repair/replacement	9	107	1		-	_	
N	ote 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		96	13		% (Percen	rtage discount)	

ltem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand	Product No.	
4a	99	Collaboration Camera Bar	s	%	s		Product No.	Extended Cost
4b	99	Optional 3-year service plan	s					
١	lote 1:	Bidder to indicate percentage (%) off catalog & hardware and software not listed above*  *Please include a copy of the catalog with your **Discounted unit dost should include bectom i		% Basis of Award		% (Perce	ntage discount)	

Item No.	Estimated Assuel Quantity	Item Description	List Price	Percentage Discount		Discounted Price Brand		
5 <u>a</u>	1000	Plugable Dual Monitor Docking Station Hub	s	%		Discounted Frace Disagn	Product No.	Extended Cost
5b	1000	Optional 2nd year manufacturer warranty	5		T		+	
N	iote 1:	Bidder to indicate percentage (%) off catalog for other luardware and suffware not listed above*  *Please include a copy of the catalog with your bid. Th  **Discounted unit cost abould include Section 16.1: 24		e Basis of Award	3	% (Percent	age discount)	

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	T	Discounted Price	Brand		
6a	100,000	H13 3 5mm Stereo Headsets with Boom Mic			% 5	4.99		Product No.	Extended Cost
Sb	100,000	HC003 3.5mm Stereo Headsets with Boom Mic	\$59.95				TECHprotectUS TECHprotectUS		\$ 499,000.0 \$ 489,000.0
N	ote 1;	Budder 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 "Discounted unit cost should include Section II C 24 Required	to included in the Basi	s of Award		50 and greate		entage discount)	

tem No.	Estimated Annual Quantity	Item Description	Str. B.1					
			List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cos
	900	Projector #1	s					material Cos
			_		-			
,	900	Optional Peerless ceiling mount suspension plate and extension column and/or other District-approved manufacturer	100					

8 880	0	Projector #2	s			
9 800	0	Projector #3	\$			
199	9	Projector #4	s			
10		Projector #5	s			
12 10		Projector #6	s			
Note 1:	!	Biddor to indicate percentage (%) off cutalog for other hardware and software not listed about "Please include a copy of the cutalog with your bid Thus will not "Discounted unit cost should include Section II C 24 Required	be included in the Basis of Award Services	% (Percentage of	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	%	s		Fronuct No.	Extended Cost
14	800	PROJECTION SCREEN #1	s	96	s			
15	800	PROJECTION SCREEN #2	s	%				
6	200	PROJECTION SCREEN #3	s	%				
N	Bidder to indicate percentage (%) off catalog for other  Note 1: hardware and software not listed above*  "ricase include a copy of the catalog with your etc. 11		N DE INCINERA EN IN		,	% (Perco	stage discount)	

Item 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	%	s	- Control of the cont		
-	600	65"	s	%	5			
	600	70°	s	%	5			
	600	75**	s	%	5	+		
	600	80"		%	5			
	600	85"	s	%	s			
	1000	wall mount	5	%	5			
	1000	cart/stand	s	%	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 **Discounted unit cost should include Section II C. 24. Required		Basis of Award	*	% (Percen	ntage discount)	

tem No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand		
8	2000	ATSC TV Converter Switch	s		e Discounted Frice	brand	Product No.	Extended Cost
9	2900	4x2 HDMI Matrix Switch	5	%	3	-		
0	1500	Portable Mobile PA System	s	%	5	-		
1	1500	UHF Cardioid Dynamic Wireless Microphone System	5	%				
2	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	s	%	5	-		
3	500	FM Receiver with seek-button channel selection	\$	%	3			
4	500	Folding Headphones	\$59.95		5			
5	100	Large water-resistant Carry Case	5	74	8.96			\$29,975.0
5	200	Neckloop	5	%	3			
7	1500	Mobile Storage Cart	s	%	\$			

### BIDDER MUST PROVIDE PRICING ON A MINIMUM OF ONE INTEGRATION SERVICES CATEGORY (10A OR 10B) AND MAY PROVIDE PRICING ON BOTH

CATEGORY 10A: 1	NTEGRATION SERVIC	ES WITH WAREHOUSING AND DELIVERY FO	OR HARRID COMPONEAUS AND R. CAMER	
	Estimated Annual		THE REAL PROPERTY OF THE PARTY	RAR, FARSPEAKERS, ETC.)
Item No.	Quantity	Item Description	Cost Per Unit	
28	99	SECTION 1- INTEGRATION SERVICES	S S	

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

# CATEGORY 10R: INTEGRATION SERVICES FOR NON-BYBRID COMPONENTS (INCLI DING PROJECTORS, DOCUMENT CAMERAS, INTERACTIVE TOLCH FLAT PANEL DISPLAYS, ETC.)

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

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

Bidder Name: Estimated Annual 10. Quantity Item Description List Price Percentage Discount Discounted Price Brand Product No. **Extended Cost** Document Camera #1 % 300 Document Camera #2 04 Note 1: Bidder to indicate percentage (%) off catalog for other % (Percentage 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. Required Services Estimated Annual Item No. Quantity Item Description List Price Percentage Discount Discounted Price Brand Product No. **Extended Cost** 99 Collaboration Endpoint % 5 3b 99 Optional 3-year warranty with on-site repair/replacement % \$ Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\* Note 1: % (Percentage 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. Required Services CATEGORY E COLLABORATION CAMERA BAR Estimated Annual Item No. Quantity Item Description List Price Percentage Discount Discounted Price Brand Product No. Extended Cost Collaboration Camera Bar 96 4b 99 Optional 3-year service plan 96 Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\* Note 1: % (Percentage 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 11.C. 24. Required Services Estimated Annual Quantity Item Description List Price Percentage Discount Discounted Price Brand Product No. **Extended Cost** 1000 Plugable Dual Monitor Docking Station Hub % 5 1000 Optional 2nd year manufacturer warranty % 5 Bidder to indicate percentage (%) off catalog for other hardware and software not listed above\* Note 1: % (Percentage discount) \*Please include a copy of the catalog with your hid. This will not be included in the Basis of Award
\*\*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.	
ia	100,000	H13 3.5mm Stereo Headsets with Boom Mic	\$59.95	%	\$ 40		Product No.	Extended Cost
b	100,000	HC003 3.5mm Stereo Headsets with Boom Mic	\$59.95			TECHprotectUS  TECHprotectUS		\$ 499,000.0 \$ 489,000.0
N	ote 1:	Bidder to indicate percentage (%) off catalog for other hardware and software not hated above*  *Please include a copy of the catalog with your bid. This will not **Discounted unit cost should include Section II C 24 Required	be included in the Bas	is of Award	50 and grea	ler % (Pero	entage discount)	

tem No.	Estimated Annual Quantity	Item Description	List Price					
	0.00		List Price	Percentage Discount	Discounted Price	Brand	Product No.	Extended Cos
-	900	Projector #1	s					

	Note 1:	Rardware and software not listed above  Please include a copy of the catalog wi	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  **Discounted unit cost abould include Section II.C 24 Required Services						
12	10	Projector #6	s						
11	10	Projector #5	s						
	199	Projector #4	\$						
9	800	Projector #3	s						
8	800	Projector #2	S			T			

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount		Discounted Price	Brand		FIRST
13	1000	INTERACTIVE COMPATIBLE DRY ERASER BOARD #1	s	%	T.	- The Trice	Drano	Product No.	Extended Cost
14	800	PROJECTION SCREEN #1	s	%	+				
15	800	PROJECTION SCREEN #2			T				
6	200	PROJECTION SCREEN #3	5	%	2				
Note 1:		Bidder to indicate percentage (%) off catalog for other  hardware and software not listed above*  "rease incurae a copy or the catalog with your bid. I has will not be included in the issess of Aware % (Percentage discount)							

Item 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	%	e e	193 1007		
_	600	65"	s	%	•		_	
	600	70**	s	%	5	+		
	600	75"	s	%	6		-	
	600	80"		%	6			
	600	85"	s	%		-		
	1000	wall mount		96		+		
	1000	cart/stand		%	5	+	-	
No	ote 1;	Bidder to indicate percentage (%) off oatalog for other hardware and software not listed above*  *Please include a copy of the catalog with your bid. This will not the Discounted unit cost should include Section II C. 24. Required.		Basis of Award		% (Percer	ntage discount)	

Item No.	Estimated Annual Quantity	Item Description	List Price	Percentage Discount	Discounted Price	Brand		- Control of
18	2000	ATSC TV Converter Switch	s	%	Procedutes Life	brano	Product No.	Extended Cost
19	2000	4x2 HDMI Matrix Switch	5		3			
20	1500	Portable Mobile PA System	s	% %	5			
11	1500	UHF Cardioid Dynamic Wireless Microphone System	s	%				
12	100	FM Plus-Large-area Dual FM and Wi-Fi base transmitter	s	%			_	
13	500	FM Receiver with seek-button channel selection	s		5			
4	500	Folding Headphones	\$59.95	%	3			
5	100	Large water-resistant Carry Case	5	- 74	8.96			\$29,975.0
6	200	Neckloop		- %	3			
7	1500	Mobile Storage Cart	5		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, FTC.)

Item No.	Estimated Annual Quantity	Item Description	
29A	1000		Cost
29B		SECTION 1- INTEGRATION SERVICES (per unit charge)	S
29C	1500	SECTION 1- INTEGRATION SERVICES (per hour charge)	\$
270	1500	TRAINING SERVICES (per hour)	5

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