

Bid No. 19/20-01 IT Technology Equipment and Peripherals
Addendum No. 2
November 19, 2019

Changes and Clarifications

1.1 The Bid Form Pricing Sheet for Bid No. 19/20-01 IT Technology Equipment and Peripherals shall be amended to read as follows:

Bid No. 19/20-01 IT TECHNOLOGY EQUIPMENT AND PERIPHERALS

BID FORM PRICING SHEET

Name of Bidder: _____

Website of Online Catalog: _____

All items shall be complete including applicable delivery, installation, and miscellaneous costs, but do not include California sales taxes in the quoted prices. Bidders must complete all items, or the bid submitted may be declared non-responsive. Note: This is NOT AN ORDER. If a Bidder will not bid on an item, it should write "No Bid" under the unit price.

Whenever any Equipment is indicated or specified by brand name, trade name, proprietary name or by name of manufacturer, such specification shall be deemed to be used for the purpose of facilitating description of material, process, service or equipment desired and shall be deemed to be followed by the words "**or equal**", and Bidder may, unless otherwise stated, offer any material, process, service, or equipment which shall be substantially equal or better in every respect to that so indicated or specified, *subject to District approval*.

Should the Bidder wish to request prior to bid opening, any substitution for the materials, process, Work or Equipment **specified in the Short List**, the Bidder shall submit a written request to the District ***within the timeframe stated for Requests for Information (RFI's)***, in accordance with Information for Bidders Sections 9 and 19. Bidders submitting RFIs requesting substitutions of "or equal" products should include the line number, description, and manufacturer and model no. listed on the original Bid Documents, and the manufacturer and

model no. of the proposed “or equal” product. Descriptive technical literature (manufacturer’s specifications and a picture of the specific item), marked with the appropriate bid item number, should be provided fully describing the claimed “or equal” product. Suitability and valuation of “equals” rest in the sole discretion of the District.

For proposed **Catalog Discount Work and Equipment**, Bidders should list all manufacturers available in the column denoted “Brands/Manufacturers”. Bidders are not required to offer Equipment from all manufacturers listed in the description. Bidders may propose additional “or equal” manufacturers. Suitability and valuation of “equals” rest in the sole discretion of the District.

Bid prices are to include all costs associated with the proposed Solution including, but not limited to, shipping, F.O.B. Irvine Unified School District or as directed by the purchase order of said District, assembly, inside delivery, and any required installation/implementation, software licensing, maintenance, training, ongoing support, recommended professional services, containers, packing, delivery, disposal of waste, and costs of optional services and products. Do not include California Sales or Use Taxes in unit prices. This tax will be added and paid for by the District. Costs not identified by Bidder shall be borne by Bidder and will not alter the requirements identified in this solicitation.

EXAMPLE

Line #	Description	Manufacturer & Model No.	Est. Qty (annual)	Unit Cost	Discount %	Extended Price Per Unit
1.a.	Example Company Chromebook 11”	Example Company, model no. 1234	1-499	\$250	5%	\$237.50
1.b.	Example Company Chromebook 11”	Example Company, model no. 1234	500-1,999	\$250	7%	\$232.50
1.c.	Example Company Chromebook 11”	Example Company, model no. 1234	2,000 - 4,999	\$250	10%	\$225.00
1.d.	Example Company Chromebook 11”	Example Company, model no. 1234	5,000+	\$250	13%	\$217.50

Short List Bid Items						
Line #	Description	Manufacturer & Model No.	Est. Qty (annual)	Unit Cost	Discount %	Extended Price Per Unit
1	HP Chromebook 11 G7 11.6”	6QY22UT#ABA	1			

2	Google Chrome Management Console License - Education	CROSSWDISEDU	1			
3	AVerCharge C36i+ Cart	CHRGC36I+	1			
3a	Anywhere Cart AC-Plus-T	AC-Plus-T	1			
4	HP Laserjet Pro M404n	HP, W1A52A#BGJ	1			
5	HP Color LaserJet Enterprise M553n	HP, B5L24A#BGJ	1			
6	Cisco Catalyst 4500 Switch L3	WS-C4500X-16SFP+	1			
7	Cisco Catalyst 2960X Switch L2	WS-C2960X-48FPD-L	1			
8	Cisco Catalyst 3850 L2	WS-C3850-12X48U-L	1			
9	HP/Aruba Indoor Access Point AP-335	HPE, JW825A	1			
10	HP/Aruba Outdoor Access Point AP-375	HPE, JZ173A	1			
11	HP/Aruba AP/PEF/RFP license	HPE, JW619AAE	1			
12	Schneider Electric UPS 6KVA	SURTD6000RMXLP3U	1			
13	Epson PowerLite 975w	V11H835020	1			
14	Epson PowerLite 685w	V11H744520	1			
15	Epson ELPLP64 projector lamp	V13H010L64	1			
16	Aver CP3 75" Interactive Display	CP3-75i	1			
16a	Boxlight PROCOLOR 753U UHD	753U UHD	1			

16b	Promethean Titanium ActivPanel	AP7-B75-NA-1a	1			
16c	Clevertouch IMPACT	15475IMPACT	1			
16d	SMART MX	MX275-V2	1			
17	Samsung QB-R 65" Digital Signage Display	QB65R	1			
18	AVer F70W Wireless Doc Cam	VSIONF70W	1			
18a	Hovercam Ultra 10	HCU10	1			
19	Lightspeed Topcat Access Speaker System	TCA-FF-M	1			
20	Installation Service - Lightspeed Topcat Access	N/A	1			
21	AtlasIED PoE+ Indoor Wall Mount Loudspeaker	IP-SDM	1			
22	Installation Service - AtlasIED Loudspeaker	N/A	1			

Catalog Discount:

Bidders may respond to line items with one catalog discount percentage for all brands/manufacturers. Catalog discounts will be based on Manufacturer's Suggested Retail Price as listed in manufacturer's or Bidder's online catalog. Bidders may include an attachment include additional brands/manufacturers offered.

EXAMPLE

	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		

1.	Chromebooks, Brands may include, but are not limited to: Brand A, Brand B & Brand C.	<u>X</u>		Brand A, Brand C, Brand D	_____20_____ % Catalog Discount
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General Hardware Catalog Type Items

	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		<u>YES</u>	<u>NO</u>		
2 3	Brand name items from computer hardware manufacturers. Brands may include, but are not limited to: Acer, Dell, HP, Lenovo, Microsoft, Toshiba, and any other Intel or AMD based computers and systems.				_____ % Catalog Discount
2 4	Computer and tablet peripherals, components, upgrades, accessories, and related equipment including all manufacturers' "optional" products and warranties. Including all manufacturers available to the Bidder.				_____ % Catalog Discount
2 5	Device storage and/or charging solutions. Brands may include, but are not limited to: Anywhere, Aver, Bretford, LocknCharge, Tripp Lite.				_____ % Catalog Discount
2 6	Digital cameras, lenses, lighting, microphones, drones, and related photography/videography peripherals, software, and accessories. Brands may include, but are not limited to: Canon, DJI, Panasonic, Sony.				_____ % Catalog Discount
2 7	Printers, toner, inkjet ink, accessories, and other related supplies. Brands may include, but are not limited to: Canon, Dell, Epson, HP, Konica-Minolta, Kyocera, Ricoh, Toshiba, Xerox.				_____ % Catalog Discount
2 8	Cables and cable management solutions, including, but not limited to: HDMI, VGA, network cables and adapters, terminators, raceway, patch cables, video, audio, and power cables. Including all manufacturers available to the Bidder.				_____ % Catalog Discount

Network, Data Center, and Security Catalog Type Items

	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
29	Brand name items from network hardware manufacturers. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, HP ProCurve, Juniper, Ruckus, and any other managed or unmanaged hardware, component, or related devices available to Bidder.				_____% Catalog Discount
30	Wireless technology: including access points, controllers, mounts and enclosures, and any other components and peripherals. Brands may include, but are not limited to: HP/Aruba, Oberon, Ventev/Terrawave, Aerohive, Cisco, Ruckus				_____% Catalog Discount
31	Wireless management licenses and maintenance. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, Ruckus.				_____% Catalog Discount
32	Server, storage, and virtualization hardware and peripherals, and licensing. Brands may include, but are not limited to: Cisco, HP, Dell, IBM, VMWare, Microsoft.				_____% Catalog Discount
33	Network management software or network access control. Brands may include, but are not limited to: Aerohive, HP/Aruba, Cisco, Ruckus.				_____% Catalog Discount
34	Network security appliances and software including layer 7 Firewall, Content Filtering, log management (SEIM), Intrusion Defense and Prevention System (IDS, IPS), endpoint protection, SPAM and phishing protection. Brands may include, but are not limited to: iBoss, Palo Alto, Cisco, HP, Sonicwall, Symantec, CrowdStrike, Microsoft, Barracuda, Agari, Avanan.				_____% Catalog Discount
35	Uninterruptible Power Supply (UPS). Brands may include, but are not limited to: Schneider Electric, APC, Tripp Lite				_____% Catalog Discount
36	Safety systems which may include: networked surveillance, access control, and emergency alert systems, cameras, servers, software, and peripherals. Brands may include, but are not limited to: Axis, Avigilon, Cisco, Panasonic, and Entre.				_____% Catalog Discount

3 7	Public Address and Clock/Bell/Loudspeaker systems. Brands may include, but are not limited to: Atlas, Bogen, Cisco, Ducane.				_____% Catalog Discount
General Software Catalog Type Items					
	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
3 8	Major software publisher programs including licensing with media option or full packaged products. Academic discounts must be applied when available. Major software publishers may include, but are not limited to: Adobe, Google, and Microsoft.				_____% Catalog Discount
Audio Visual Catalog Type Items					
	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		YES	NO		
3 9	Projectors, lamps, mounts, and accessories. Brands may include, but are not limited to: Acer, BenQ, Epson, Optoma, Viewsonic.				_____% Catalog Discount
4 0	Interactive displays, mounts, carts, and accessories. Brands may include, but are not limited to: Aver, Promethean, Samsung, Smart Technologies, Viewsonic.				_____% Catalog Discount
4 1	Large format displays, mounts, carts and accessories. Brands may include, but are not limited to: LG, NEC, Panasonic, Samsung, Sharp, Bretford, Conen, Peerless, Tripp Lite.				_____% Catalog Discount
4 2	Document cameras and accessories. Brands may include, but are not limited to: Aver, Elmo, Epson, Hovercam, IPEVO.				_____% Catalog Discount

4 3	Integrated audio visual systems. Brands may include, but are not limited to: Extron, Crestron, Lightspeed, and FrontRow.				_____ % Catalog Discount
4 4	Audio visual equipment including, but not limited to: microphones, speakers, sound boards, presenter equipment and accessories, and theater management tools from any manufacturer available to Bidder.				_____ % Catalog Discount
Services					
	Description	Can Comply?		Brand/Manufacturer	Catalog Discount (based on MSRP)
		<u>YES</u>	<u>NO</u>		
4 5	Configuration Services, including but not limited to: asset tagging, etching, memory or other component installations, imaging, software installation, or any other Configuration Lab type services.				_____ % Catalog Discount
4 6	Engineering Services, including but not limited to: assessment, design, configuration, implementation, or diagnostic troubleshooting of wired or wireless networking, physical or virtual servers, Storage Area Network (SAN), backup or disaster-recovery solutions. Engineers preferred to be-experienced with: Cisco, Dell EMC, HP, NetApp, VMWare, Microsoft, and must be manufacturer certified.				_____ % Catalog Discount
4 7	Audio Visual Installation Services, including but not limited to: projector/display mounting, low voltage cabling, speaker installation.				_____ % Catalog Discount

*** Pricing and discounts reflected are a minimum discount, and additional discounts may be agreed upon by Bidder and District, depending on brands/manufacturers offered, volume purchases, and other promotions.**

Company Name: _____

Vendor Name: _____

Vendor Signature: _____ **Date:** _____