



P.O. Box 400
Austin, TX 78767-0400
800.695.2919 | 512.467.0222 | Fax: 800.211.5454
buyboard.com

March 11, 2015

Sent Via E-mail: buyboard@fordav.com

Jim Tulberg
Ford Audio-Video System, Inc.
1340 Airport Commerce Dr., Suite 470
Austin, TX 78741

Proposal Name & Number: Audio Visual Equipment and Supplies #482-15

Congratulations, your company has been successful on the above referenced proposal! This contract will be effective May 1, 2015. The contract documents are those identified in Section 3 of the General Terms and Conditions of the specifications.

To see the items your company has been awarded, please review the proposal tabulation #482-15 on the following web-site: www.vendor.buyboard.com. Only items marked as awarded to your company can be sold through the BuyBoard contract. In addition, on this website you will find the membership list which will provide you with the names of all entities with membership in our purchasing cooperative.

Attached to this letter you will find the following documents:

Vendor Quick Reference Sheet
Electronic Catalog Format Instructions
Vendor Billing Procedures

Receipt of a purchase order directly from a Cooperative member is not within the guidelines of the Cooperative. Accepting orders directly from member entities may result in a violation of the State of Texas competitive bid statute and cancellation of the proposal award therefore all orders must be processed through the Cooperative in order to comply. We request your assistance in immediately forwarding by fax (1-800-211-5454) to the cooperative any orders received directly from member entities. If by chance an order sent directly to you has been unintentionally processed, please fax it to the Cooperative (1-800-211-5454) and note it as **RECORD ONLY** to prevent duplication.

Per proposal specifications, awarded vendors will have 60 days to submit their electronic catalog including pricing. If the electronic data is not provided within 60 days of notice of award, we reserve the right to inactivate any company's award information from the BuyBoard until such time the electronic data is received.

On behalf of the Texas Association of School Boards, we appreciate your interest in the Cooperative and we are looking forward to your participation in the program. If you have any questions, please contact Arturo Salinas at 800-695-2919 ext. 6200.

Sincerely,

Melonie Perry
Bid Administrator



The Local Government Purchasing Cooperative is endorsed by the Texas Association of School Boards, Texas Municipal League, Texas Association of Counties, and the Texas Association of School Administrators.

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PROPOSER'S AGREEMENT AND SIGNATURE

Proposal Name: Audio Visual Equipment and Supplies

Proposal Opening Date and Time:
December 2, 2014 at 3:00 PM

Proposal Number: 482-15

Location of Proposal Opening:
Texas Association of School Boards, Inc.
BuyBoard Department
12007 Research Blvd.
Austin, TX 78759

Contract Time Period: May 1, 2015 through April 30, 2016 with two (2) possible one-year renewals.

Anticipated Cooperative Board Meeting Date:
March 2015

Ford Audio Video Systems, LLC
Name of Proposing Company

12-1-14
Date

1340 Airport Commerce Drive, Suite 470
Street Address

David Allen
Signature of Authorized Company Official

Austin, TX 78741
City, State, Zip

David Allen, E.E.T., CTS
Printed Name of Authorized Company Official

512-447-1103 ext. 2705
Telephone Number of Authorized Company Official

Corporate Vice President
Position or Title of Authorized Company Official

512-447-0111
Fax Number of Authorized Company Official

73-0947837
Federal ID Number

The proposing company ("you" or "your") hereby acknowledges and agrees as follows:

1. You have carefully examined and understand all Cooperative information and documentation associated with this Proposal Invitation, including the Instructions, General Terms and Conditions, Attachments/Forms, Item Specifications, and Line Items (collectively "Requirements");
2. By your response ("Proposal") to this Proposal Invitation, you propose to supply the products or services submitted at the prices quoted in your Proposal and in strict compliance with the Requirements, unless specific deviations or exceptions are noted in the Proposal;
3. Any and all deviations and exceptions to the Requirements have been noted in your Proposal and no others will be claimed;

H-4
N-4

USB



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4. If the Cooperative accepts any part of your Proposal and awards you a contract, you will furnish all awarded products or services at the prices quoted and in strict compliance with the Requirements (unless specific exceptions are noted in the Proposal), including without limitation the Requirements related to:
 - a. conducting business with Cooperative members, including offering pricing to members that is the best you offer compared to similar customers;
 - b. payment of a service fee in the amount specified and as provided for in this Proposal Invitation;
 - c. the **possible** award of a piggy-back contract by another governmental entity, in which event you will offer the awarded goods and services in accordance with the Requirements; and
 - d. submitting price sheets or catalogs in the proper format for posting on the BuyBoard as a prerequisite to activation of your contract;
5. You have clearly identified any information in your Proposal that you believe to be confidential or proprietary or that you do not consider to be public information subject to public disclosure under a Texas Public Information Act request or similar public information law;
6. The individual signing this Agreement is duly authorized to enter into the contractual relationship represented by this Proposal Invitation on your behalf and bind you to the Requirements, and such individual (and any individual signing a Form) is authorized and has the requisite knowledge to provide the information and make the representations and certifications required in the Requirements;
7. You have carefully reviewed your Proposal, and certify that all information provided is true, complete and accurate, and you authorize the Cooperative to take such action as it deems appropriate to verify such information; and
8. Any misstatement, falsification, or omission in your Proposal, whenever or however discovered, may disqualify you from consideration for a contract award under this Proposal Invitation or result in termination of an award or any other remedy or action provided for in the General Terms and Conditions or by law.



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VENDOR PURCHASE ORDER, REQUEST FOR QUOTES, AND INVOICE RECEIPT OPTIONS

Company: Ford Audio Video Systems, LLC General Contact Name: Jim Tulberg

Purchase Orders: Purchase orders from Cooperative members will be available through the Internet or by facsimile.

Option 1: Internet. Vendors need Internet access and at least one e-mail address so that notification of new orders can be sent to the Internet contact when a new purchase order arrives. An information guide will be provided to vendors that choose this option to assist them with retrieving their orders.

Option 2: Fax. Vendors need a designated fax line available at all times to receive purchase orders.

Please choose **only one (1)** of the following options for receipt of purchase orders and provide the requested information:

I will use the **INTERNET** to receive purchase orders.

E-mail Address: buyboard@fordav.com

Internet Contact: Jim Tulberg, Gov't. Contract Coordinator Phone: 512-447-1103 ext. 2718

Alternate E-mail Address: tulbj@fordav.com

Alternate Internet Contact: Stephen Moss Phone: 512-447-1103 ext. 2729

I will receive purchase orders via **FAX**.

Fax Number: _____

Fax Contact: _____ Phone: _____

Request for Quotes ("RFQ"): Cooperative members will send RFQs to you by e-mail. Please provide e-mail addresses for the receipt of RFQs:

E-mail Address: buyboard@fordav.com

Alternate E-mail Address: tulbj@fordav.com

Invoices: Your company will be billed monthly for the service fee due under a contract awarded under this Proposal Invitation. **All invoices are available on the BuyBoard website and e-mail notifications will be sent when they are ready to be retrieved.** Please provide the following address, contact and e-mail information for receipt of service fee invoices and related communications:

Mailing address: 1340 Airport Commerce Drive, Suite 470 Department: _____

City: Austin State: TX Zip Code: 78741

Contact Name: Jim Tulberg Phone: 512-447-1103 ext. 2718

Fax: 512-447-0111 E-mail Address: buyboard@fordav.com

Alternative E-mail Address: tulbj@fordav.com



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FELONY CONVICTION DISCLOSURE AND DEBARMENT CERTIFICATION

FELONY CONVICTION DISCLOSURE

Subsection (a) of Section 44.034 of the Texas Education Code (Notification of Criminal History of Contractor) states: "A person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony."

Section 44.034 further states in Subsection (b): "A school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required by Subsection (a) or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract."

Please check (✓) one of the following:

- My company is a publicly-held corporation. (Advance notice requirement does not apply to publicly-held corporation.)
- My company is not owned or operated by anyone who has been convicted of a felony.
- My company is owned/operated by the following individual(s) who has/have been convicted o a felony:

Name of Felon(s): _____

Details of Conviction(s): _____

By signature below, I certify that the above information is true, complete and accurate and that I am authorized by my company to make this certification.

Ford Audio Video Systems, LLC

Company Name

Signature of Authorized Company Official

David Allen, E.E.T., CTS

Printed Name

Corporate Vice President

DEBARMENT CERTIFICATION

Neither my company nor an owner or principal of my company has been debarred, suspended or otherwise made ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension," as described in the Federal Register and Rules and Regulations.

By signature below, I certify that the above is true, complete and accurate and that I am authorized by my company to make this certification.

Ford Audio Video Systems, LLC

Company Name

Signature of Authorized Company Official

David Allen, E.E.T., CTS

Printed Name

Corporate Vice President



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RESIDENT/NONRESIDENT CERTIFICATION

Chapter 2252, Subchapter A, of the Texas Government Code establishes certain requirements applicable to proposers who are not Texas residents. Under the statute, a "resident" proposer is a person whose principal place of business is in Texas, including a person whose ultimate parent company or majority owner has its principal place of business in Texas. A "nonresident" proposer is a person who is not a Texas resident. Please indicate the status of your company as a "resident" proposer or a "nonresident" proposer under these definitions. Please check (✓) one of the following.

- I certify that my company is a **Resident Proposer.**
- I certify that my company is a **Nonresident Proposer.**

If your company is a Nonresident Proposer, you must provide the following information for your resident state (the state in which your company's principal place of business is located):

<u>Ford Audio Video Systems, LLC</u>	<u>4800 West Interstate 40</u>	
Company Name	Address	
<u>Oklahoma City</u>	<u>OK</u>	<u>73128</u>
City	State	Zip Code

- A. Does your resident state require a proposer whose principal place of business is in Texas to under-price proposers whose resident state is the same as yours by a prescribed amount or percentage to receive a comparable contract?
 Yes No
- B. What is the prescribed amount or percentage? \$ _____ or _____ %

VENDOR EMPLOYMENT CERTIFICATION

Section 44.031(b) of the Texas Education Code establishes certain criteria that a school district must consider when determining to whom to award a contract. Among the criteria for certain contracts is whether the vendor or the vendor's ultimate parent or majority owner (i) has its principal place of business in Texas; or (ii) employs at least 500 people in Texas.

If neither your company nor the ultimate parent company or majority owner has its principal place of business in Texas, does your company, ultimate parent company, or majority owner employ at least 500 people in Texas? Please check (✓) one of the following.

- Yes No

By signature below, I certify that the information in Sections 1 (*Resident/Nonresident Certification*) and 2 (*Vendor Employment Certification*) above is true, complete and accurate and that I am authorized by my company to make this certification.

Ford Audio Video Systems, LLC
Company Name

Signature of Authorized Company Official

David Allen, E.E.T., CTS
Printed Name
Corporate Vice President



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HISTORICALLY UNDERUTILIZED BUSINESS CERTIFICATION

A proposer that has been certified as a Historically Underutilized Business (also known as a Minority/Women Business Enterprise or "MWBE" and all referred to in this form as a "HUB") is encouraged to indicate its HUB certification status when responding to this Proposal Invitation. The electronic catalogs will indicate HUB certifications for vendors that properly indicate and document their HUB certification on this form.

Please check (✓) all that apply

- I certify that my company has been certified as a HUB in the following categories:
 - Minority Owned Business**
 - Women Owned Business**
 - Service-Disabled Veteran Owned Business (veteran defined by 38 U.S.C. §101(2), who has a service-connected disability as defined by U.S.C. § 101(16), and who has a disability rating of 20% or more as determined by the U. S. Department of Veterans Affairs or Department of Defense)**

Certification Number:

WBENC #2005119291, Expires 11-4-2015

SCTRCA # 213063191, Expires 6-30-15

NCTRCA § WFVB60220N0215, Expires 2-28-15

Name of Certifying Agency:

Women's Business Enterprise National Council

South Central Texas Regional Certification Agency

North Central Texas Regional Certification Agency

- My company has **NOT** been certified as a HUB.

By signature below, I certify that the above is true, complete and accurate and that I am authorized by my company to make this certification.

Ford Audio Video Systems, LLC

Company Name

Signature of Authorized Company Official

David Allen, E.E.T., CTS

Printed Name

Corporate Vice President

(Note: Copies of certifications have been provided - see Section 3)



hereby grants

National Women's Business Enterprise Certification

to
Ford Audio-Video Systems, LLC
dba
Ford AV

who has successfully met WBENC's standards as a Women's Business Enterprise (WBE).
This certification affirms the business is woman-owned, operated and controlled; and is valid through the date herein.

WBENC National WBE Certification was processed and validated by
Women's Business Council – Southwest, a WBENC Regional Partner Organization.

Authorized by Debbie Hurst, President,
Women's Business Council – Southwest



WOMEN'S
BUSINESS
COUNCIL
—
SOUTHWEST

Expiration Date: 11/04/2015
WBENC National Certificate Number: 2005119291

NAICS Codes: 238210, 334310, 443142, 532490, 541330

UNSPSC Codes: 32000000, 39111504, 43200000, 45111600, 72151605, 81101700, 45120000, 45111700, 45111900, 45111800, 72103302, 72151603, 72151701, 72151602, 72151702, 72151703, 52161500



South Central Texas Regional Certification Agency

Your unified certification source
www.sctrca.org



JUL 5 2013

Sam
ford

July 1, 2013

Claire Ford
Ford Audio -Video Systems LLC
4800 W. I-40 Service Road
Oklahoma City, OK 73128

Dear Claire Ford:

We are pleased to inform you that your application for certification in our Small, Minority, Woman, African American, Veteran, and Disabled Individual Business Enterprise (S/M/W/AA/V/DI) Program has been approved. Your firm met the requirements of SCTRCA Standards and is currently certified as a:

*WBE

Certification Number: 213063191
Certification Renewal: June 15, 2015
Certification Expiration: June 30, 2015

Providing the following products or services:

NAICS-238210: AUDIO EQUIPMENT INSTALLATION (EXCEPT AUTOMOTIVE) CONTRACTORS
NAICS-334310: AUDIO AND VIDEO EQUIPMENT MANUFACTURING
NAICS-811219: OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE

On the two year anniversary date of your certification, you are required to provide a renewal application affirming that no changes have occurred affecting your certification status. The SCTRCA will send you a Certification Renewal reminder **sixty (60) days** prior to your expiration date. The SCTRCA will no longer include a certificate upon certification renewals. **Your expiration date is June 30, 2015.**

Please notify this office within **thirty (30) days** of any changes affecting the size, ownership, control requirements, or any material change in the information provided in the submission of the certification application. Thank you in advance.

Sincerely,

Blaine R. Mitchell
Executive Director



Women-Owned Business Enterprise Certification

Ford Audio-Video Systems, LLC

Woman-Owned Business Enterprise

has filed with the Agency an Affidavit as defined by NCTRCA M/WBE Policies & Procedures and is hereby certified to provide service(s) in the following areas:

334310; 238210; 541330;

Audio and Video Equipment Manufacturing; Electrical Contractors (pt); Engineering Services;

This Certification is valid beginning February 2014 and superceded any registration or listing previously issued. This certification must ne updated annually by submission of an Annual Update Affidavit..At any time there is a change in ownership or control of the firm, notification must be made immediately to the North Central Texas Regional Certification Agency.

Certificate expiration February, 2015

Issued date February, 2014

CERTIFICATION NO.

WFWB60220N0215

Certification Administrator



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AFFIRMATION REGARDING CONSTRUCTION-RELATED GOODS AND SERVICES

A contract awarded under this Proposal Invitation covers only the specific goods and services awarded by the BuyBoard. As explained in the BuyBoard Construction Related Goods and Services Advisory for Texas Members ("Advisory"), **Texas law prohibits the procurement of architecture or engineering services through a purchasing cooperative. This BuyBoard contract does not include such services. Architecture or engineering services must be procured by a Cooperative member separately, in accordance with the Professional Services Procurement Act (Chapter 2254 of the Texas Government Code) and other applicable law and local policy.**

The Advisory, attached to this Form F, provides an overview of certain legal requirements that are potentially relevant to a Cooperative member's procurement of construction or construction-related goods and services, including those for projects that may involve or require architecture, engineering or independent testing services.

By signature below, the undersigned affirms that Proposer has read and understands the Advisory attached to this Form F and is authorized by Proposer to make this affirmation. If Proposer sells construction-related goods or services to a Cooperative member under a BuyBoard contract awarded under this Proposal Invitation, Proposer will comply with the Advisory and applicable legal requirements, make a good faith effort to make its Cooperative member customers or potential Cooperative member customers aware of such requirements, and provide a Cooperative member with a copy of the Advisory before executing a Member Construction Contract with the member or accepting the member's purchase order for construction-related goods or services, whichever comes first.

Ford Audio Video Systems, LLC

Company Name

Signature of Authorized Company Official

David Allen, E.E.T., CTS

Printed Name
Corporate Vice President

12-1-14

Date



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DEVIATION AND COMPLIANCE SIGNATURE FORM

If your company intends to deviate from the General Terms and Conditions, Item Specifications or other requirements associated with this Proposal Invitation, you must list all such deviations on this form, and provide complete and detailed information regarding the deviations on this form, an attachment to this form, or elsewhere in your Proposal. (If you do not provide the information on or as an attachment to this form, the information must be clearly identified in your Proposal.) The Cooperative will consider any deviations in its contract award decision, and reserves the right to accept or reject a proposal based upon any submitted deviation.

In the absence of any deviation identified and described in accordance with the above, your company must fully comply with the General Terms and Conditions, Item Specifications and all other requirements associated with this Proposal Invitation if awarded a contract under this Proposal Invitation.

- No**; Deviations
 Yes; Deviations

List and fully explain any deviations you are submitting:

PLEASE PROVIDE THE FOLLOWING INFORMATION:

1. Shipping Via: Common Carrier Company Truck Prepaid and Add to Invoice Other:

2. Payment Terms: Net 30 days 1% in 10/Net 30 days Other:

3. Number of Days for Delivery: 10-20 ARO

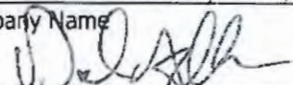
4. Vendor Reference/Quote Number: 485-15

5. State your return policy:

Ford AV return policy is based on a Manufacturer Agreement/ Warrant Policy
(may include restocking fee)

6. Are electronic payments acceptable? Yes No

Ford Audio Video Systems, LLC
Company Name


Signature of Authorized Company Official

David Allen, E.E.T., CTS
Printed Name
Corporate Vice President

WARRANTY INFORMATION

FORD AUDIO-VIDEO SYSTEMS, LLC. GUARANTEES THE FOLLOWING:

- A. Equipment will be new, unless noted otherwise.
- B. All workmanship provided by Ford AV will be free of deficiencies and defects, and will be repaired, free of charge, for a period one (1) year from the date of substantial completion or the first date of beneficial use of the system, whichever date occurs first. Substantial completion shall be defined as the point where the work or designated portion thereof, is sufficiently complete so that the system can be used for its intended purpose.
- C. All equipment and materials provided by Ford AV that were manufactured by other companies will be warranted under the standard warranty terms of the original manufacturer.
- D. If any questions arise now or in the future about the installation or operation of the system, a Ford AV engineer will be available to assist and answer any questions by phone.
- E. The warranty does not include, nor cover expendable materials used with the system installation (e.g. light bulbs, lamps, light fixture lamps, fuses, batteries, portable connection cables, etc.).
- F. Any adjustments made by the Customer or the Customer's agent(s), other than routine operational adjustments, shall not be covered under this warranty statement. Recalibration of settings shall be considered by Ford AV to be billable time to the Customer at Ford AV's standard engineering rates.
- G. Procedures such as routine preventative maintenance functions (e.g. keeping filters clean, keeping system environment free from foreign materials, etc.) is the responsibility of the Customer and is not included within this warranty agreement. Failure on the part of the Customer to perform these routine maintenance functions shall void this warranty.
- H. If warranty work is necessary within the warranty period, Ford AV will, at its option, repair the defective equipment or return it to Ford AV's service center for repair.
- I. Repairs, modifications, or other work performed by personnel not authorized by Ford AV during the period of warranty on any equipment of the system may invalidate the warranty.
- J. Ford AV will not be responsible for damages, or cost of repairs due to modifications, adjustments, or additions to the system performed by personnel not authorized by Ford AV prior to acceptance of the system by the Customer.
- K. Ford AV may withhold warranty service in the event that the Customer has an unpaid outstanding account balance.



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DEALERSHIP LISTINGS

If you have more than one location that will service a contract awarded under this Proposal Invitation, please list each location below. If additional sheets are required, please duplicate this form as necessary.

Ford Audio Video Systems, LLC
 Company Name

4901 Statesman Drive
 Address

<u>Irving</u> City	<u>TX</u> State	<u>75063</u> Zip
<u>972-241-9966</u> Phone Number	<u>972-241-9007</u> Fax Number	

Ehren Rutherford, Account Manager
 Contact Person

Ford Audio Video Systems, LLC
 Company Name

4380 Blalock Road
 Address

<u>Houston</u> City	<u>TX</u> State	<u>77041</u> Zip
<u>713-690-0555</u> Phone Number	<u>713-690-6093</u> Fax Number	

Stephen Cole, Account Manager
 Contact Person



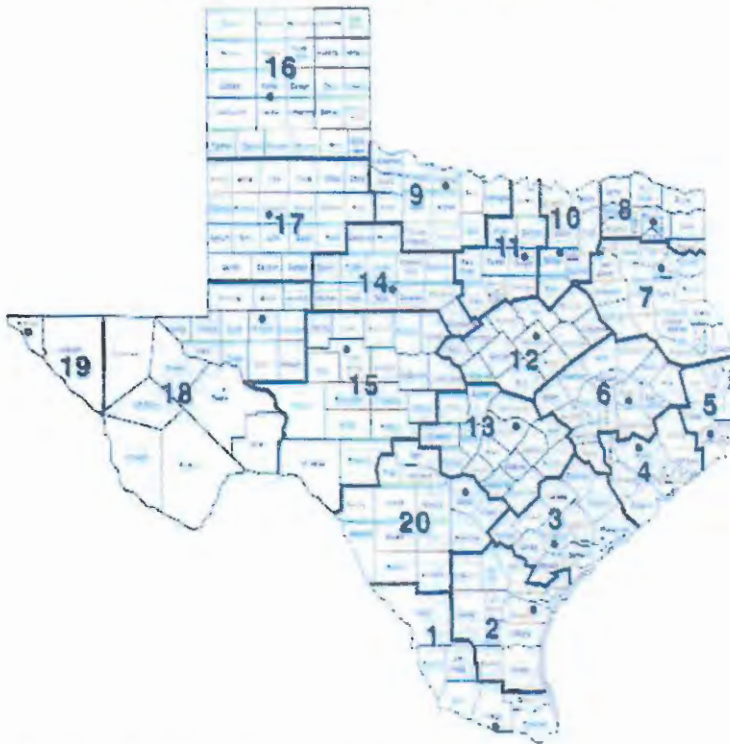
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TEXAS REGIONAL SERVICE DESIGNATION

Unless you designate otherwise on this form, you agree to service members of The Local Government Purchasing Cooperative statewide!

The Cooperative (referred to as "Texas Cooperative" in this Form I and Form J, State Service Designation) offers vendors the opportunity to service its members throughout the entire State of Texas. If you do not plan to service all Texas Cooperative members statewide, you **must** indicate the specific regions you will service on this form. Additionally, if you do not plan to service Texas Cooperative members (i.e., if you will service only states other than Texas), you must so indicate on this form.

Regional Education Service Centers



- I will service Texas Cooperative members statewide.
- I will not service Texas Cooperative members statewide. I will only service members in the regions checked below:

<u>Region</u>	<u>Headquarters</u>
<input type="checkbox"/> 1	Edinburg
<input type="checkbox"/> 2	Corpus Christi
<input type="checkbox"/> 3	Victoria
<input type="checkbox"/> 4	Houston
<input type="checkbox"/> 5	Beaumont
<input type="checkbox"/> 6	Huntsville
<input type="checkbox"/> 7	Kilgore
<input type="checkbox"/> 8	Mount Pleasant
<input type="checkbox"/> 9	Wichita Falls
<input type="checkbox"/> 10	Richardson
<input type="checkbox"/> 11	Fort Worth
<input type="checkbox"/> 12	Waco
<input type="checkbox"/> 13	Austin
<input type="checkbox"/> 14	Abilene
<input type="checkbox"/> 15	San Angelo
<input type="checkbox"/> 16	Amarillo
<input type="checkbox"/> 17	Lubbock
<input type="checkbox"/> 18	Midland
<input type="checkbox"/> 19	El Paso
<input type="checkbox"/> 20	San Antonio

Ford Audio Video Systems, LLC
 Company Name _____

 Signature of Authorized Company Official _____

David Allen, E.E.T., CTS
 Printed Name _____
 Corporate Vice President

- I will not service members of the Texas Cooperative.



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STATE SERVICE DESIGNATION

The Cooperative offers vendors the opportunity to service other governmental entities in the United States, including intergovernmental purchasing cooperatives such as the National Purchasing Cooperative BuyBoard. You must complete this form if you plan to service the entire United States, or will service only the specific states indicated. (Note: If you plan to service Texas Cooperative members, be sure that you complete Form I, Texas Regional Service Designation.)

I will service all states in the United States.

I will not service all states in the United States. I will service only the states checked below:

- | | |
|--|---|
| <input type="checkbox"/> Alabama | <input type="checkbox"/> Nebraska |
| <input type="checkbox"/> Alaska | <input type="checkbox"/> Nevada |
| <input type="checkbox"/> Arizona | <input type="checkbox"/> New Hampshire |
| <input type="checkbox"/> Arkansas | <input type="checkbox"/> New Jersey |
| <input type="checkbox"/> California (Public Contract Code 20118 & 20652) | <input type="checkbox"/> New Mexico |
| <input type="checkbox"/> Colorado | <input type="checkbox"/> New York |
| <input type="checkbox"/> Connecticut | <input type="checkbox"/> North Carolina |
| <input type="checkbox"/> Delaware | <input type="checkbox"/> North Dakota |
| <input type="checkbox"/> District of Columbia | <input type="checkbox"/> Ohio |
| <input type="checkbox"/> Florida | <input type="checkbox"/> Oklahoma |
| <input type="checkbox"/> Georgia | <input type="checkbox"/> Oregon |
| <input type="checkbox"/> Hawaii | <input type="checkbox"/> Pennsylvania |
| <input type="checkbox"/> Idaho | <input type="checkbox"/> Rhode Island |
| <input type="checkbox"/> Illinois | <input type="checkbox"/> South Carolina |
| <input type="checkbox"/> Indiana | <input type="checkbox"/> South Dakota |
| <input type="checkbox"/> Iowa | <input type="checkbox"/> Tennessee |
| <input type="checkbox"/> Kansas | <input type="checkbox"/> Texas |
| <input type="checkbox"/> Kentucky | <input type="checkbox"/> Utah |
| <input type="checkbox"/> Louisiana | <input type="checkbox"/> Vermont |
| <input type="checkbox"/> Maine | <input type="checkbox"/> Virginia |
| <input type="checkbox"/> Maryland | <input type="checkbox"/> Washington |
| <input type="checkbox"/> Massachusetts | <input type="checkbox"/> West Virginia |
| <input type="checkbox"/> Michigan | <input type="checkbox"/> Wisconsin |
| <input type="checkbox"/> Minnesota | <input type="checkbox"/> Wyoming |
| <input type="checkbox"/> Mississippi | |
| <input type="checkbox"/> Missouri | |
| <input type="checkbox"/> Montana | |

This form will be used to ensure that you can service other governmental entities throughout the United States as indicated. Your signature below confirms that you understand your service commitments during the term of a contract awarded under this proposal.

Ford Audio Video Systems, LLC
Company Name


Signature of Authorized Company Official

David Allen, E.E.T., CTS
Printed Name
Corporate Vice President



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NATIONAL PURCHASING COOPERATIVE VENDOR AWARD AGREEMENT

In accordance with the Terms and Conditions associated with this Proposal Invitation, a contract awarded under this Proposal Invitation may be "piggy-backed" by another governmental entity. The National Purchasing Cooperative is an intergovernmental purchasing cooperative formed by certain school districts outside of Texas to serve its members throughout the United States. If you agree to be considered for a piggy-back award by the National Purchasing Cooperative, you agree to the following terms and agree to serve National Purchasing Cooperative members in the states you have indicated on Form J, State Service Designation, in your Proposal.

By signing this form, Proposer (referred to in this Agreement as "Vendor") agrees as follows:

1. Vendor acknowledges that if The Local Government Purchasing Cooperative ("Texas Cooperative") awards Vendor a contract under this Proposal Invitation ("Underlying Award"), the National Purchasing Cooperative ("National Cooperative") may - but is not required to - "piggy-back" on or re-award all or a portion of that Underlying Award ("Piggy-Back Award"). By signing this National Cooperative Vendor Award Agreement ("Agreement"), Vendor accepts and agrees to be bound by any such Piggy-Back Award as provided for herein.
2. In the event National Cooperative awards Vendor a Piggy-Back Award, the National Cooperative Administrator ("BuyBoard Administrator") will notify Vendor in writing of such Piggy-Back Award, which award shall commence on the effective date stated in the Notice and end on the expiration date of the Underlying Award, subject to annual renewals as authorized in writing by the BuyBoard Administrator. Vendor agrees that no further signature or other action is required of Vendor in order for the Piggy-Back Award and this Agreement to be binding upon Vendor. Vendor further agrees that no interlineations or changes to this Agreement by Vendor will be binding on National Cooperative, unless such changes are agreed to by its BuyBoard Administrator in writing.
3. Vendor agrees that it shall offer its goods and services to National Cooperative members at the same unit pricing and same general terms and conditions, subject to applicable state laws in the state of purchase, as required by the Underlying Award. However, nothing in this Agreement prevents Vendor from offering National Cooperative members better (i.e., lower) competitive pricing and more favorable terms and conditions than those in the Underlying Award.
4. Vendor hereby agrees and confirms that it will serve those states it has designated on Form J (State Service Designation Form) of this Proposal Invitation. Any changes to the states designated on Form J must be approved in writing by the BuyBoard Administrator.
5. Vendor agrees to pay National Cooperative the service fee provided for in the Underlying Award based on the amount of purchases generated from National Cooperative members through the Piggy-Back Award. Vendor shall remit payment to National Cooperative on such schedule as it specifies (which shall not be more often than monthly). Further, upon request, Vendor shall provide National Cooperative with copies of all purchase orders generated from National Cooperative members for purposes of reviewing and verifying purchase activity. Vendor further agrees that National Cooperative shall have the right, upon reasonable written notice, to review Vendor's records pertaining to purchases made by National Cooperative members in order to verify the accuracy of service fees.



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6. Vendor agrees that the Underlying Award, including its General Terms and Conditions, are adopted by reference to the fullest extent such provisions can reasonably apply to the post-proposal/contract award phase. The rights and responsibilities that would ordinarily inure to the Texas Cooperative pursuant to the Underlying Award shall inure to National Cooperative; and, conversely, the rights and responsibilities that would ordinarily inure to Vendor in the Underlying Award shall inure to Vendor in this Agreement. Vendor recognizes and agrees that Vendor and National Cooperative are the only parties to this Agreement, and that nothing in this Agreement has application to other third parties, including the Texas Cooperative. In the event of conflict between this Agreement and the terms of the Underlying Award, the terms of this Agreement shall control, and then only to the extent necessary to reconcile the conflict.

7. This Agreement shall be governed and construed in accordance with the laws of the State of Rhode Island and venue for any dispute shall lie in the federal district court of Alexandria, Virginia.

8. Vendor acknowledges and agrees that the award of a Piggy-Back Award is within the sole discretion of National Cooperative, and that this Agreement does not take effect unless and until National Cooperative awards Vendor a Piggy-Back Award and the BuyBoard Administrator notifies Vendor in writing of such Piggy-Back Award as provided for herein.

WHEREFORE, by signing below Vendor agrees to the foregoing and warrants that it has the authority to enter into this Agreement.

Ford Audio Video Systems, LLC
Name of Vendor


Signature of Authorized Company Official

12-1-14
Date

482-15 - Audio Visual Equipment and Supplies
Proposal Invitation Number

David Allen, E.E.T., CTS
Printed Name of Authorized Company Official
Corporate Vice President



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FEDERAL AND STATE/PURCHASING COOPERATIVE DISCOUNT COMPARISON FORM

The Cooperative strives to provide its members with the best services and products at the best prices available. The Cooperative determines whether prices/discounts are fair and reasonable by comparing prices/discounts stated in your Proposal with prices/discounts you offer federal and state entities and other interlocal purchasing cooperatives (collectively referred to as "purchasing cooperative" in this form). Please respond to the following questions.

1. Provide the dollar value of sales to or through purchasing cooperatives at or based on an established catalog or market price during the previous 12-month period or the last fiscal year: \$ 3,876,474.00 . (The period of the 12 month period is 11/2013 / 11/2014). In the event that a dollar value is not an appropriate measure of the sales, provide and describe your own measure of the sales of the item(s).
2. Based on your written discounting policies are the discounts you offer the Cooperative equal to or better than the best price you offer other purchasing cooperatives acquiring the same items regardless of quantity or terms and conditions?

YES NO

3. Based on your written discounting policies, provide the information requested below for other purchasing cooperatives, either in the chart below or in an equivalent format. Rows should be added to accommodate as many purchasing cooperatives as required.

PURCHASING GROUP	DISCOUNT (%)	QUANTITY/VOLUME	FOB TERM
1. Federal General Services Adm.	Cost +10%	975,000	Origin
2. FRAX TIPS/TAPS	10-30% Discount	1,275,000	Destination
3. U.S. Communities Purchasing Alliance			
4. The Cooperative Purchasing Network	10-30% Discount	350,000	Orign
5. Houston-Galveston Area Council			
6. Other UT Alliance	10-30% Discount	525,000	Destination

MY COMPANY DOES NOT CURRENTLY HAVE ANY OF THE ABOVE OR SIMILAR TYPE CONTRACTS.

CURRENT BUYBOARD VENDORS

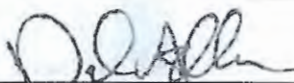
If you are a current BuyBoard vendor, indicate the discount for your current BuyBoard contract and the proposed discount in this Proposal. Explain any difference between your current and proposed discounts.

Current Discount (%): 0-50% (# 408-12) Proposed Discount (%): 10-30%

Explanation: The proposed 10-30% discount is a result of offering lower MSRP prices then when previous contract was secured. We still offer the same best value pricing that we had before to all local

and state government entities, school districts, and universities
 By signature below, I certify that the above is true, complete and accurate and that I am authorized by my company to make this certification.

Ford Audio Video Systems, LLC
 Company Name


 Signature of Authorized Company Official
 FORM L

David Allen, E.E.T., CTS
 Printed Name
 Corporate Vice President COMM.V.9.5.14



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REFERENCES, PRICE/DISCOUNT INFORMATION AND MARKETING STRATEGY

PART I: For your Proposal to be considered, you must supply a minimum of five (5) individual governmental entity references. Provide the information requested below, including the existing price/discounts you offer each customer. The Cooperative determines whether prices/discounts are fair and reasonable by comparing prices/discounts stated in your Proposal with the prices/discounts you offer other governmental customers. Attach additional pages if necessary.

<u>Entity Name</u>	<u>Contact</u>	<u>Phone#</u>	<u>Discount</u>	<u>Quantity/ Volume</u>	<u>FOB Term</u>
1. City of Hurst	Sunny Patel	817-788-7031	10-30%	\$500,000+	Origin
2. Alamo Community College	Sylvis Cadena	210-486-1349	10-30%	350,000+	Origin
3. UT San Antonio	Patty Burrier	210-458-4062	10-30%	350,000	Destination
4. City of Georgetown	Mike Peters	512-960-0299	10-30%	100,000+	Destination
5. City of Keller	Keith Macedo	817-743-7136	10-30%	205,000	Destination

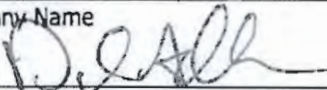
Do you ever modify your written policies or standard governmental sales practices as identified in the above chart to give better discounts (lower prices) than indicated? YES NO If YES, please explain: _____

Ford AV may offer a larger discount on a case by case basis involving high volume orders, on these instances we will coordinate with our customer and provide them our best possible volume discount.

PART II: For your Proposal to be considered, you must submit the **MARKETING STRATEGY** you will use if the Cooperative accepts all or part of your Proposal. (Example: How you will initially inform Cooperative members of your BuyBoard contract, and how you will continue to support the BuyBoard for the duration of the contract period.) Attach additional pages if necessary.

By signature below, I certify that the above is true and correct and that I am authorized by my company to make this certification.

Ford Audio Video Systems, LLC
 Company Name


 Signature of Authorized Company Official

David Allen, E.E.T., CTS
 Printed Name
 Corporate Vice President

Ford Audio-Video Systems, LLC

References

1. Customer: City of Hurst
Contact: Sunny Patel
Phone: 817-788-7031
Email: spatel@hursttx.gov
2. Customer: Alamo Community College
Contact: Sylvia Cadena
Phone: 210-486-1349
Email: scadena2@alamo.edu
3. Customer: UT San Antonio
Contact: Patty Burrier
Phone: 210-486-1349
Email: patty.burrier@utsa.edu
4. Customer: City of Georgetown
Contact: Mike Peters
Phone: 512-960-0299
Email: mike.peters@georgetown.org
5. Customer: City of Keller
Contact: Keith Macedo
Phone: 817-743-7136
Email: kmacedo@cityofkeller.com

BuyBoard Purchasing Cooperative

Proposal Invitation No. 482-15 Audio Visual Equipment and Supplies

Form M, Part II – Marketing Strategy:

Ford Audio-Video Systems LLC (Ford AV) utilizes a variety of marketing strategies in communicating our organizations experience and capabilities to current and potential customers. With over 40 years of industry experience we have been able to identify what works best and how to get the best value for our marketing dollars when targeting specific market segments. Our strong industry reputation and proven sales strategies are effective as we have consistently grown our business year over year with revenues in excess of \$ 80M in fiscal 2013.

If chosen as a selected vendor as a result of our response to Proposal Invitation No. 482-15, Ford AV will compile a file of comprehensive contract information that is readily available to our field sales team to present to their customers that may utilize the BuyBoard Cooperative. We will train our sales team with the appropriate tools and understanding on how they can best leverage this contract with their customers. Ford AV takes prides in keeping our employees updated with the latest technology and information so this will be very valuable for our team to be able to identify and secure potential BuyBoard opportunities. A few of our Ford AV sales reps put a concentrated effort on the education market so this will be a great asset for them in developing and winning future projects.

Our marketing team will also establish an initial campaign to notify the BuyBoard Cooperative membership and our current qualified customers that we have been chosen as a selected vendor. We will identify and cross reference our customer database with the BuyBoard Cooperative membership list targeting any decision makers that may be involved with purchasing audio / visual equipment or projects. We will target the vetted contact list with information regarding Ford AV's history, capabilities and highlighting some of our recent successful projects with local school districts, colleges and universities. We will also provide valuable background of our business methodology and the processes we have established for successfully managing projects from concept through design, installation and completion. We will provide clear and concise information on how to contact Ford AV to initiate discussions on potential projects and how to secure formal project estimates/quotes. Ford AV will also plan on doing a more concentrated marketing push during the timeframe that annual budget decisions are being evaluated for the upcoming school year in the hopes of assisting our customers in securing the funding necessary to see the important audio visual projects they are requesting come to fruition.

The vast majority of our marketing will be accomplished via email and on line marketing efforts. We will also look at participating in any tradeshow targeting the BuyBoard membership. Our goal will be to educate the BuyBoard membership that choosing Ford AV for their Audio Visual equipment needs is the right choice as we can supply virtually anything they need and we have the experience and talent to handle from general basic to the extremely complex professional audio video projects.



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FORMS CHECKLIST

(Please check (✓) the following)

- Completed: Proposer's Agreement and Signature (Form A)**
- Completed: Vendor Purchase Order, Request for Quotes, and Invoice Receipt Options (Form B)**
- Completed: Felony Conviction Disclosure and Debarment Certification (Form C)**
- Completed: Resident/Nonresident Certification (Form D)**
- Completed: Historically Underutilized Business (HUB) Certification (Form E)**
- Completed: Affirmation Regarding Construction Related Goods and Services (Form F)**
- Completed: Deviation/Compliance Signature Form (Form G)**
- Completed: Dealership Listings (Form H)**
- Completed: Texas Regional Service Designation (Form I)**
- Completed: State Service Designation (Form J)**
- Completed: National Purchasing Cooperative Vendor Award Agreement (Form K)**
- Completed: Federal and State/Purchasing Cooperative Discount Comparison Form (Form L)**
- Completed: References, Price/Discount Information, and Marketing Strategy (Form M)**
- Completed: Forms Checklist (Form N)**
- Completed: Proposal Specification Form with Catalogs/Pricelists and Evaluation Items (Form O)**
~~*Catalogs/Pricelists must be submitted with proposal response or response will not be considered.~~



Proposal Invitation No. 482-15-Audio Visual Equipment and Supplies
 (Catalogs/Pricelists must be submitted with Proposal or Proposal will not be considered¹.)

Item No.	Short Description	Full Description	State Percent (%) of Discount off Catalog/Pricelist ¹	State Name of Catalog/Pricelist ¹	Exceptions
Section I: Equipment and Supplies					
1	Discount (%) Off Catalog/Pricelist for Audio Visual Equipment	Please state the discount (%) off catalog/pricelist for all Audio Visual Equipment (example: LCD/LED multimedia projectors, overhead projectors, document cameras, interactive whiteboards, recorders, etc.) Catalog/Pricelist MUST be included or proposal will not be considered.	10-30 % %	Ford AV Vendor Price List	
2	Discount (%) Off Catalog/Pricelist for Photography Equipment	Please state the discount (%) off catalog/pricelist for all Photography Equipment (example: cameras, digital cameras, lenses, etc.) Catalog/Pricelist MUST be included or proposal will not be considered. (No Bid)	N/A %		
3	Discount (%) Off Catalog/Pricelist for Audio Visual Furniture	Please state the discount (%) off catalog/pricelist for all Audio Visual Furniture (example: A/V mobile stands, presentation carts, TV carts, A/V carts, shelving, etc.) Catalog/Pricelist MUST be included or proposal will not be considered.	10-30% %	Ford AV Vendor Price List	
4	Discount (%) Off Catalog/Pricelist for Audio Visual Lamps	Please state the discount (%) off catalog/pricelist for all Audio Visual Lamps . Catalog/Pricelist MUST be included or proposal will not be considered. (No Bid)	N/A %		
5	Discount (%) Off Catalog/Pricelist for Audio Visual Supplies	Please state the discount (%) off catalog/pricelist for all Audio Visual Supplies (book processing items, AV tapes, etc.) Catalog/Pricelist MUST be included or proposal will not be considered. (No Bid)	N/A %		
6	Discount (%) Off Catalog/Pricelist for Photography Supplies	Please state the discount (%) off catalog/pricelist for all Photography Supplies . Catalog/Pricelist MUST be included or proposal will not be considered. (No Bid)	N/A %		

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PROPOSAL NOTE

1. Catalogs/Pricelists are required to be submitted with Proposal



Proposal Invitation No. 482-15-Audio Visual Equipment and Supplies
 (Catalogs/Pricelists must be submitted with Proposal or Proposal will not be considered¹.)

Item No.	Short Description	Full Description	State Percent (%) of Discount off Catalog/Pricelist ¹	State Name of Catalog/Pricelist ¹	Exceptions
7	Discount (%) Off Catalog/Pricelist for Audio Visual Repair Parts	Please state the discount (%) off catalog/pricelist for all Audio Visual Repair Parts . Catalog/Pricelist MUST be included or proposal will not be considered.	10-30% %	Ford AV Vendor Price List	
8	Discount (%) Off Catalog/Pricelist for all Library Book Security Systems and Supplies	Please state the discount (%) off catalog/pricelist for all Library Book Security Systems and Supplies . Catalog/Pricelist MUST be included or proposal will not be considered. (No Bid)	N/A %		
9	Discount (%) Off Catalog/Pricelist for Classroom/Student Response Systems	Please state the discount (%) off catalog/pricelist for all Classroom/Student Response Systems (example: hardware, software, online solutions, etc.) Catalog/Pricelist MUST be included or proposal will not be considered. (No Bid)	N/A %		
10	Discount (%) Off Catalog/Pricelist for Other Audio Visual Products	Please state the discount (%) off catalog/pricelist for all Other Audio Visual Products . Catalog/Pricelist MUST be included or proposal will not be considered.	10-30% %	Ford AV Vendor Price List	
Section II: Installation and Repair Service			Not To Exceed Hourly Labor Rate		
11	Not to Exceed Hourly Labor Rate for: Installation of Audio Visual Items	Hourly Labor Rate for Installation of Audio Visual Items - State the Not to Exceed hourly labor rate.	\$ 72.00 /Hour	Ford AV Labor Rate List	
12	Not to Exceed Hourly Labor Rate for: Service/Repair of Audio Visual Items	Hourly Labor Rate for Service/Repair of Audio Visual Items -- State the Not to Exceed hourly labor rate.	\$ 96.00 /Hour	Ford AV Labor Rate List	

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PROPOSAL NOTE

1. Catalogs/Pricelists are required to be submitted with Proposal

Pricing

Ford Audio-Video Systems, LLC is a professional project based audio-video system design integrator who has partnerships with over 350 of the industry's best equipment manufacturers to engineer the best possible solutions at the lowest possible cost for our customers.

Ford Audio-Video Systems, LLC strives to keep project costs to a minimum for our customers while holding true to our corporate principle that quality comes first throughout our organization. From the initial contact with our customers through project design, engineering, installation and service, the quality of workmanship the Ford AV team provides has long been recognized as one of the top integrators in the industry.

Pricing Outline for: The BuyBoard Cooperative Purchasing System (TIPS)
Proposal Invitation No. 482-15 – Audio Visual Equipment and Supplies

Equipment Pricing – Section I – Items No. 1, 3, 7, & 10.

1. Ford Audio Video Systems, LLC will provide a 10% - 30 % discount (depending on manufacturer) off manufacturer list price or MSRP whichever is lower.
2. Ford Audio Video Systems, LLC will include the entire manufacturer's product line for which we are a dealer.
3. Product warranty will be based off of each manufacturer's published warranty policy (note: typical AV industry warranty standards are 1-2 years)
4. Shipping will be F.O.B Destination to include standard ground shipping charges. (Additional shipping charges will apply if expedited (special) shipping is being requested by customer.)

We have also provided a Ford AV Vendor Price List to show the 10-30 % discounts offered from 350+ manufacturers's that we partner with and the Audio/Video products they supply in the AV projects we design and install for our customers. **(Reference: Ford AV Vendor Price List)**

Service Labor Rates – Section II – Items No. 11 & 12 – The discounted labor rates below are specifically related to a Project or Job that Preferred Supplier has provided a Scope of Work and or Quote.

	Normal Business Hours	Outside Business Hours	Emergency
Job Superintendent (Per/HR)	\$ 81.00	\$ 114.00	\$ 151.50
Project Manager (Per/HR)	\$ 96.00	\$ 129.00	\$ 141.50
Engineering Services (Per/HR)	\$ 100.00	\$ 144.00	\$ 191.50
Installer (Per/HR)	\$ 72.00	\$ 99.00	\$ 131.50
In Shop Assembly Service (Per/HR)	\$ 53.00	\$ 54.50	\$ 99.50
Maintenance & Support Services	\$ 96.00	\$ 97.50	\$ 151.50

Note: Drive time mileage rates of \$.65/mile will be charged on a portal to portal basis.

(Reference: Ford AV Labor Rate List)

ADDITIONAL AVAILABLE SERVICES**Preventative Maintenance Plans (PMP) or Service Level Agreements (SLA)**

Preventative Maintenance / Service Level Agreements are frequently requested by our customers to ensure that the equipment they have purchased is consistently functioning to their expectations. Ford AV is dedicated to providing industry leading service for the equipment we provide our customers to minimize any potential downtime that may have impacted its operation. The labor rates below and as outlined in Attachment B will be incorporated into any PMP's or SLA's that is established.

1. Job Superintendent : \$ 81.00 per hour
2. Project Manager : \$ 96.00 per hour
3. Engineering Services : \$ 100.00 per hour
4. Installer : \$ 72.00 per hour
5. In Shop Assembly Services : \$ 53.00 per hour
6. Maintenance & Support Services : \$ 96.00 per hour

Ford AV's Preventive Maintenance Plans (PMP) or Service Level Agreements (SLA) are customized for each customer and project and encompass the complete system or equipment requested. Ford AV typically provides all service functions utilizing full-time company employees but also has a network of outsourced technical support professionals on a retainer in the event that additional expertise is required.

Ford AV offers a wide range of service and maintenance programs available for our customers and will offer any of these programs to the The Interlocal Purchasing System (TIPS) cooperative members so that they may select the programs that best suit their needs.

The following service options are available:

- 1) Full time technical support technician residing at the customer's facility
- 2) Routine maintenance visits scheduled annually, biannually, quarterly or monthly.
- 3) On-call service technician dispatched upon customer request.
- 4) Help desk phone support
- 5) Website support (chat-support online)
- 6) The programs may be tailored to the customer's needs for response times, 24/7, etc.

Unique service plans: (1) in addition to the service offerings listed above, each Ford AV customer will be issued an ID and password that will allow them to enter a secure portal on the Ford AV website where they may review all installation jobs and all service work orders.

All current jobs, completed jobs, and service work orders are available for viewing on line. This data shall be in real-time.

Outside of the manufacturer's standard equipment warranty coverage, Ford AV will conduct an evaluation to determine the cost of providing the service for any PMP or SLA. The factors that often effect the cost of performing service are issues such as: (1) the physical location of the device, (2) the difficulty in accessing the device as it is installed (for example; height above the floor, manner of attachment to the building, weight of the device, number of persons required to mount, un-mount and move the device), (3) the likelihood of the device failing over a given period of time, (4) the cost of the device, (5) the level of support provided by the manufacturer of the device, (6) and the availability of parts. All of these factors play a part in determining the cost to service a device installed.

SLA response times are determined by the agreement negotiated between Ford AV and the Customer. The response times typically depend upon the nature of the service being provided. In situations where the meetings are ongoing and interruption of the meeting is not acceptable, then the service system set in place would need to provide for immediate response both over the network and in person with technical support personnel. In general, response times are dictated by the SLA agreement and ranked by 1) the severity, 2) the priority and 3) response level.

Once a service ticket is issued for a failed device our support technician will investigate the device. If it appears that the device is defective a request will be issued by the technician to the Inventory Control Manager for a replacement item from the spares inventory. If the item is available the technician will replace the item and turn the defective unit over to the Inventory Control Manager for repair/replacement.

The Maintenance & Support Services pricing shown above will be used to determine the cost of the SLA's once the scope is determined. Travel will be factored into the cost based off the federal government reimbursements rates for mileage and the CONUS rates allowed for lodging and per diem if required.

Ford AV shall provide technical support on the systems and products it provides. On-line or via telephone Technical Support is a service provided at no charge to our customer's. All Technical Support agents are employees of Ford AV.

Technical Support hours are from 8:00 am CST to 7:00 pm CST. If support is needed after hours the Customer may call the toll free 800 number (800-654-6744) for a Service Center representative. The Customer will receive a call back within 30 minutes.



Proposal Invitation No. 482-15-Audio Visual Equipment and Supplies

FOLLOWING ARE 15 EVALUATION ITEMS AND ALL 15 ITEMS MUST BE COMPLETED AS STATED FOR EITHER THE "AS SPECIFIED" OR "ALTERNATE" PRODUCT. Equal alternates can be submitted in the proper columns only if you do not sell a specific product. This form must be fully completed and returned or PROPOSAL RESPONSE WILL NOT BE CONSIDERED! IF AN ITEM HAS NOT BEEN PRICED, AN EXPLANATION MUST BE PROVIDED BELOW OR VENDOR'S PROPOSAL RESPONSE WILL NOT BE CONSIDERED!

Item No.	Item Description	Manufacturer	Model No.	AS SPECIFIED ITEM - Price as stated in pricelist submitted with proposal	AS SPECIFIED ITEM - Discount stated on proposal form	AS SPECIFIED ITEM - BuyBoard Discounted Price	ALTERNATE ITEM DESCRIPTION - Mfr Name and Model No.	ALTERNATE ITEM - Price as stated in pricelist submitted with proposal form	ALTERNATE ITEM - Discount stated on proposal form	ALTERNATE ITEM - BuyBoard Discounted Price
1	Cassette Player/Recorder	Califone	CAS1500			\$ 50.60				
2	Headphone,wired, binaural	Califone	610-41			\$ 10.15				
3	Document Camera	AverVision	300 AFT			(Unable to	Identify a comparable alternate)			
4	Overhead Projector	Buhl	90 Series BHL-9014ED			\$ 187.78				
5	LCD Projector	Infocus	IN124A			\$ 476.10				
6	LCD Projector	Epson	Powerlite XGA 3LCD			(Unable to	Identify a comparable alternate)			
7	DVD Player	Califone	CAL-DVD110			(Item Discor	tinued)			
8	40" LCD TV	Sony	KDL-40W600B				Sony	FWD-YOW60013		\$ 610.50
9	Overhead Projector Cart w/ Storage Tray and Wheels	Luxor	LUX-OHS42			(Unable to i	Identify a comparable alternate)			
10	Presentation Cart	Balt	BLT-89759			(Unable to	Identify a comparable alternate)			
11	Adjustable Height Flat Panel TV Stand	Norwood	NOR-ROX3010-SO			(Unable to	Identify a comparable alternate)			
12	Lamps	Eiko	EVW			\$ 16.50				
13	Lamps	Eiko	EYB			\$ 9.50				
14	Lamps	Eiko	FXL			14.84				
15	Lamps	Eiko	ENH			16.50				

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COMPANY NAME: Ford Audio Video Systems, LLC

ADDRESS: 1340 Airport Commerce Drive, Ste. 470 Austin, TX 78741

SIGNATURE: *Jim Tulberg*

DATE: 12-1-14

Jim Tulberg, Government Programs Coordinator