



Fayette County Public Schools
Purchasing Department
205 LaFayette Avenue, LaFayette Educational Center,
Building A, Fayetteville, GA 30214
(770) 460-3535 ext. 1043 or purchasing@fcboe.org

Notice of Intent to Award

QSYS Conferencing System for Board Room (IFB 25-010-073)

November 22, 2024

The Fayette County Public Schools Purchasing Department would like to thank all respondents who participated in this solicitation.

The intent of this notice is to communicate the preliminary results of the selection process performed by the Purchasing Department and end-users. This is not an acceptance of your response, nor is it a confirmation of a contract or order. Based on the dollar value of this solicitation, final approval may be required from the Superintendent or the Board of Education as required by policy.

Selected Respondent:

1 Accord Technologies
130 Scott Oak Rd.
Eatonton, GA 31024

Award Term:

Through December 31, 2024 with extensions until December 31, 2028

The following staff may be contacted for more information:

For project coordination including ordering and delivery:

Josh Watson, Technology Services
770-460-3535 ext. 1402 or watson.josh@fcboe.org

For contract/solicitation questions:

Matthew D. Roberts, Purchasing Manager
770-460-3535 ext. 1043 or roberts.matthew@fcboe.org

For accounts payable or billing information:

Finance Department, Accounts Payable
770-460-3535 or invoices.finance@fcboe.org

Attachments:

Tabulations

| Respondent Name | Quoted Price | Evaluation Score |
|--------------------------|---------------------|-------------------------|
| 1 Accord Technologies | \$114,267.08 | 89 |
| Atlanta Soundworks, Inc. | \$139,606.00 | 102 |
| Bluum of Minnesota | \$215,896.15 | 98 |
| S&L Integrated | \$107,927.93 | 86 |

| Reference | Specification | 1 Accord Technologies | Atlanta Soundworks Inc. | Bluum | S&L Integrated [1] |
|---------------|--|-----------------------|-------------------------|---------------|--------------------|
| pp.2-3, Sec A | Bidder was deemed responsive entering a bid by the deadline specified, in the format requested, and included a total "turn-key" cost? | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.3, 7.1 | Vendor must provide a new QSYS Conferencing System | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.3, 7.1.1 | Two (2) Cameras | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.4, 7.1.2 | Six (6) Board Member Microphones | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.4, 7.1.3 | One (1) Podium Microphone | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.4, 7.1.4 | Two (2)Wireless Lavalier Microphones | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.4, 7.1.5 | Two (2) Wireless Handheld Microphones | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.4, 7.1.6 | Four (4) Ceiling Mounted Microphones | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.4, 7.1.7 | System will need four (4) HDMI source inputs which also carry audio. One each for the training computer input, presentation computer input, productions computer input, and the podium input. All to be controlled by the QSYS system. | Excellent (4) | Excellent (4) | Excellent (4) | Good (3) |
| p.4, 7.2 | System must integrate with StreamVue for providing streaming audio-visual services of Board Meetings. | Good (3) | Excellent (4) | Excellent (4) | Good (3) |
| p.4, 7.3 | System must be able to record the program out from the Blackmagic to an SD card or hard drive similar to a Hyperdeck device. | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.4, 7.4 | Live switching functionality utilizing Blackmagic switcher | Excellent (4) | Excellent (4) | Excellent (4) | Fair (2) |
| p.4, 7.5 | System must have a video conferencing solution similar to the Crestron controlling the displays for the board members and the Blackmagic switcher chooses which video component goes out to the Livestream. | Excellent (4) | Excellent (4) | Excellent (4) | Fair (2) |
| Ad.1, 7.6 | System must include a new laser projector that fully integrates with QSYS system and related components. | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| Ad.2, 7.6.1 | System must include a new network switch with POE++ that fully integrates with QSYS system and related components. | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| Ad.1, 7.7 | Current speaker amplifiers must be replaced with QSYS amplifiers that tie into the current speaker system. | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.4, 8.1 | Vendor will provide turn-key installation services including the proper installation of all components, configuration and testing, and removal of installation/project debris from the work site. | Good (3) | Excellent (4) | Excellent (4) | Fair (2) [2] |
| p.4, 8.1.1 | The selected vendor will be responsible for the deinstallation of the current system in place. | Good (3) [3] | Excellent (4) | Excellent (4) | Fair (2) [4] |
| p.4, 8.1.2 | All deinstalled equipment must be returned to the Technology Services Department with corresponding cords and peripherals. | Poor (0) [5] | Excellent (4) | Excellent (4) | Poor (0) [6] |
| p.5, 8.2 | Vendor and any subcontractor must meet the insurance requirements set forth in FCPS General Terms and Conditions as well as all applicable licensing requirements. | Poor (0) [7] | Good (3) [8] | Poor (0) [9] | Poor (0) [10] |
| p.5, 8.3 | The selected vendor will provide ongoing warranty and support services for a minimum of five (5) years following the date of installation acceptance. (Bidders must attach a description of these services to their bid.) | Poor (0) | Good (3) | Fair (2) | Excellent (4) |
| p.5, 9.1 | Bidders to this IFB must schedule a site visit with Technology Services before the due date listed in the Schedule of Events above by contacting Josh Watson at watson.josh@fcboe.org. | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |

| Reference | Specification | 1 Accord Technologies | Atlanta Soundworks Inc. | Bluum | S&L Integrated [1] |
|---------------------------------|--|-----------------------|-------------------------|---------------|--------------------|
| p.8, 18.1.1 | Solicitation Response Form | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.9, 18.1.2 | Reference Form | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.9, 19.1 | Bids must be in line-item format with unit cost, quantity, and line pricing to also include installation and support services. | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| p.9, 19.2 | Bid must include a total project price based on turn-key solutions with required support as specified above. | Excellent (4) | Excellent (4) | Excellent (4) | Excellent (4) |
| Total Points Accumulated | | 89 | 102 | 98 | 86 |

- [1] Bidder includes link to separate terms and conditions, some of which conflict with FCPS.
- [2] Excludes LAN cabling and additional pathways as needed.
- [3] Addresses deinstallation but provides no detail.
- [4] Did not specifically address deinstalltion of current system.
- [5] Does not address return of legacy equipment.
- [6] Did not address return of legacy equipment.
- [7] Bidder did not include any insurance documentation or confirmation statement thereof.
- [8] Bidder did not include insurance documentation but does accept in statement to abide by such insurance requirements.
- [9] Bidder did not include any insurance documentation or confirmation statement thereof.
- [10] Bidder did not include any insurance documentation or confirmation statement thereof.