

Solicitation Audit Checklist

Proposal: RFP 24.10 - Sound Amplification Solutions

Awarded Vendor(s): Lightspeed Technoloiges; Marco Technologies

Award Date: _____ **Contract Number:** 24.10

- ☒ 1 Legal Affidavit(s)
- ☒ 2 Release of Solicitation
- ☒ 3 Copy of Solicitation Documents
- ☒ 4 Copy of Questions & Answers
- ☐ ~~5 Copy of Addenda~~
- ☒ 6 Closed Notification
- ☒ 7 Notification Report
- ☒ 8 Access Report
- ☒ 9 Opening Record
- ☒ 10 Copy of Qualified Vendor Responses
- ☒ 11 Evaluation Summary & Recommendation
- ☐ ~~12 Copy of Rejection Letter~~
- ☒ 13 Copy of Award Letter(s)
- ☒ 14 Copy of Signed Contract(s)



PO Box 630567 Cincinnati, OH 45263-0567

AFFIDAVIT OF PUBLICATION

Cooperative Purchase, Lori Mittelstadt
Lakes Country Service Cooperative
1001 E Mount Faith AVE
Fergus Falls MN 56537-2375

STATE OF WISCONSIN, COUNTY OF BROWN

The Argus Leader, a daily newspaper published in the city of Sioux Falls, Minnehaha County, State of South Dakota, and personal knowledge of the facts herein state and that the notice hereto annexed was Published in said newspapers in the issue:

05/08/2024, 05/15/2024

and that the fees charged are legal.
Sworn to and subscribed before on 05/15/2024

Legal Clerk

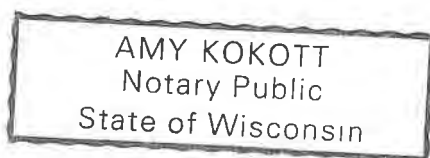
Notary, State of WI, County of Brown

My commission expires

Publication Cost:	\$25.08	
Tax Amount:	\$0.00	
Payment Cost:	\$25.08	
Order No:	10149389	# of Copies:
Customer No:	1248830	0
PO #:	LABD0097375	

THIS IS NOT AN INVOICE!

Please do not use this form for payment remittance.



Legal Notice - RFP #24.10
Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of current and potential member agencies in Minnesota, North Dakota and South Dakota for RFP #24.10 - Sound Amplification Solutions.

Solicitation documents may be obtained by registering for free with CPC on Public Purchase (www.publicpurchase.com)

Responses must be uploaded to Public Purchase before 10 a.m. CT on June 5, 2024. Late proposals will not be considered.

Published May 8, 15 2024,
at the total approximate cost of \$25.08 and may be viewed free of charge at www.sdpublicnotices.com
LABD0097375

AFFIDAVIT OF PUBLICATION

State of Pennsylvania, County of Lancaster, ss:

Yuade Moore, being first duly sworn, deposes and says: That (s)he is a duly authorized signatory of Column Software, PBC and duly authorized agent of The Bismarck Tribune, and that the publication(s) were made through The Bismarck Tribune on the following dates:

PUBLICATION DATES:

May. 8, 2024, May. 15, 2024

NOTICE ID: RLUvKTxQDFrUA19bvit8

PUBLISHER ID: COL-ND-0079

NOTICE NAME: Legal Notice RFP #24.10

Publication Fee: \$78.66

(Signed) Yuade Moore

VERIFICATION

State of Pennsylvania
County of Lancaster

Commonwealth of Pennsylvania - Notary Seal
Nicole Burkholder, Notary Public
Lancaster County
My commission expires March 30, 2027
Commission Number 1342120

Subscribed in my presence and sworn to before me on this: 05/20/2024

Nicole Burkholder

Notary Public

Notarized remotely online using communication technology via Proof.

Legal Notice RFP #24.10

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of current and potential member agencies in Minnesota, North Dakota and South Dakota for RFP #24.10 - Sound Amplification Solutions.

Solicitation documents may be obtained by registering for free with CPC on Public Purchase (www.publicpurchase.com)

Responses must be uploaded to Public Purchase before 10 a.m. CT on June 5, 2024. Late proposals will not be considered.
5/8, 5/15 - COL-ND-0079



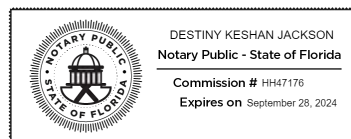
AFFIDAVIT OF PUBLICATION

State of Florida, County of Duval, ss:

Tatiana Dorval, being first duly sworn, deposes and says: That (s)he is a duly authorized signatory of Column Software, PBC and duly authorized agent of the The Forum of Fargo-Moorhead (MN), a newspaper printed and published in the City of Moorhead, County of Clay, State of Minnesota.

1. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.
2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.
3. The dates of the month and the year and the day of the week upon which the public notice attached/copied below was published in the newspaper are as follows: Wednesday, May 8, 2024, Wednesday, May 15, 2024
4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to §331A.06, is as follows: \$25.00 per column inch.
5. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in CASS County. The newspaper complies with conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

(Signed) Tatiana Dorval



VERIFICATION

State of Florida
County of Duval

Subscribed in my presence and sworn to before me on this: 05/15/2024

Destiny K. Jackson

Notary Public
Notarized remotely online using communication technology via Proof.

Sealed proposals will be received by the Cooperative Purchasing Connection (CPC) on behalf of its current and potential member agencies in Minnesota, North Dakota, and South Dakota until for **RFP #24.10 – Sound Amplification Solutions**.

Solicitation documents may be obtained by registering for free with **CPC on Public Purchase** (www.publicpurchase.com).

Proposals must be uploaded to Public Purchase **before 10 a.m. CT on June 5, 2024**. Late proposals will not be considered.
(May. 8 & 15, 2024)

AFFIDAVIT OF PUBLICATION

STATE OF MINNESOTA)
COUNTY OF HENNEPIN)



650 3rd Ave. S, Suite 1300 | Minneapolis, MN | 55488

Terri Swanson, being first duly sworn, on oath states as follows:

1. (S)He is and during all times herein stated has been an employee of the Star Tribune Media Company LLC, a Delaware limited liability company with offices at 650 Third Ave. S., Suite 1300, Minneapolis, Minnesota 55488, or the publisher's designated agent. I have personal knowledge of the facts stated in this Affidavit, which is made pursuant to Minnesota Statutes §331A.07.

2. The newspaper has complied with all of the requirements to constitute a qualified newspaper under Minnesota law, including those requirements found in Minnesota Statutes §331A.02.

3. The dates of the month and the year and day of the week upon which the public notice attached/copied below was published in the newspaper are as follows:

<u>Dates of Publication</u>	<u>Advertiser</u>	<u>Account #</u>	<u>Order #</u>
StarTribune 05/08/2024	COOPERATIVE PURCHASING CONNECTION	1000337556	487643
StarTribune 05/15/2024	COOPERATIVE PURCHASING CONNECTION	1000337556	487643

4. The publisher's lowest classified rate paid by commercial users for comparable space, as determined pursuant to § 331A.06, is as follows: **\$201.60**

5. Mortgage Foreclosure Notices. Pursuant to Minnesota Statutes §580.033 relating to the publication of mortgage foreclosure notices: The newspaper's known office of issue is located in Hennepin County. The newspaper complies with the conditions described in §580.033, subd. 1, clause (1) or (2). If the newspaper's known office of issue is located in a county adjoining the county where the mortgaged premises or some part of the mortgaged premises described in the notice are located, a substantial portion of the newspaper's circulation is in the latter county.

FURTHER YOUR AFFIANT SAITH NOT.

Terri Swanson

Subscribed and sworn to before me on: 05/15/2024

Diane E. Rak Kleszyk



Notary Public

From: [Public Purchase](#)
To: [Amy Lohse](#)
Cc: [Melissa Mattson](#); [Jane Eastes](#)
Subject: [External]Release Successful on Bid RFP #24.10 - Sound Amplification Solutions
Date: Wednesday, May 8, 2024 9:04:03 AM

Amy Lohse:

Bid "RFP #24.10 - Sound Amplification Solutions"
Status: Release Successful on May 8, 2024 9:03:55 AM CDT

You can check the released bid by going to the following address:
<http://www.publicpurchase.com/gems/bid/bidView?bidId=187422>

If you have any questions regarding this bid, please contact our Customer Support Staff at
agency support@publicpurchase.com

Thank you for using Public Purchase.

MK= he5g5YXUPKtVvuPT3tnsiA==

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Proposals Requested by the: **Cooperative Purchasing Connection**

RFP 24.10 – Sound Amplification Solutions

CPC is seeking to collaborate with an experienced vendor(s), equipped with the necessary resources and capabilities to provide optimal sound amplification solutions, including installation, to suit participating agencies, at consortium level discounted pricing. Participation agencies include educational institutions, cities, counties, nonprofits, other governmental agencies, or other entities contracted on behalf of a participating agency. A qualified vendor shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or specific product categories or manufacturer categories.

Due: 10:00 a.m. CT on June 5, 2024

Suppliers will submit questions and proposals online via Public Purchase (www.publicpurchase.com)

RFP Facilitator:
Amy Lohse

Published in:
Star Tribune
Argus Leader
Fargo Forum
Bismarck Tribune

General Terms & Conditions

The Cooperative Purchasing Connection (CPC) may make amendments to the General Terms and Conditions when CPC determines that such amendments are in the best interest of its participants. All amendments will be agreed upon between the Parties. Submittals by a Supplier certify that they have read the General Terms and Conditions and understand that they apply to all purchases under the resulting contract(s).

Alcoholic Beverages, Substance Use, and Weapons: A Supplier shall not permit its personnel or any subcontractor to possess upon school property any alcoholic beverages, illicit/non-prescribed drugs, tobacco products, or weapons. All personnel must follow all local substance rules and conduct (dress code, language, parking, etc.) policies while on school premises. Any actions involving, or possession of, any of the aforementioned items while on school property may cause a cancellation of any Agreement, at no cost to CPC and its participating SFAs. Criminal charges may apply.

Assignment: Any contract awarded under the conditions of this solicitation shall be for the use of organizations eligible for participation. Any eligible agency may participate (piggyback) with this contract at its discretion, with the consent of the Supplier. The Supplier must seek approval from CPC before utilizing the contract with another eligible agency. CPC has partnerships with consortiums across the United States. CPC will work with the Supplier to make such connections should the Supplier want to piggyback the contract as a vehicle for additional sales. All requirements of this solicitation will apply to all participating eligible agencies. Agencies participating in this contract shall be responsible for obtaining approval from their approving body of authority when necessary and shall hold CPC harmless from any disputes, disagreements, or actions which may arise as a result of using this contract.

Audit: Under applicable law, the Supplier will agree that members of CPC's purchasing team may audit their records to establish that total compliance of the agreement is met. CPC will ask participating agencies for invoices showing purchases from the Supplier. The Supplier will agree to provide verifiable documentation of all purchases made by said agencies and will make every reasonable effort to resolve discrepancies fairly and equitably to the satisfaction of both CPC and the Supplier. CPC will require a refund to the agencies involved if any difference in price is found and will also require payment of any administrative fees due resulting from sales that were not listed on the sales report(s). CPC will give at least five (5) calendar days' notice of an audit. The audit will be conducted at a reasonable place and time.

Awarded Supplier: The Respondent(s) chosen by CPC to provide goods and/or services to participating.

Awards: Awards will be made with reasonable promptness and by written notice to the successful Supplier; solicitation responses are considered to be irrevocable for a period of one hundred twenty (120) days following the solicitation opening unless expressly provided for to the contrary in the solicitation and may not be withdrawn during this period without the express permission of CPC.

1. Awards shall be made to the Supplier whose offer(s) constitutes the lowest responsive price offer (or lowest responsive price offer on an evaluated basis) for the item(s) in question or the solicitation as a whole, at the option of CPC. CPC reserves the right to determine those offers which are responsive to the solicitation, or which otherwise serve its members' best interests.
2. CPC reserves the right, before making an award, to initiate investigations as to whether or not the materials, equipment, supplies, qualifications or facilities offered by the Supplier meet the requirements outlined in the proposal and specification and are ample and sufficient to ensure the proper performance of the contract in the event of an award. If upon such examination it is found that the conditions of the proposal are not complied with or that articles or equipment proposed to be furnished do not meet the requirements called

for, or that the qualifications or facilities are not satisfactory, CPC may reject such offer. It is distinctly understood, however, that nothing in the foregoing shall mean or imply that it is obligatory upon CPC to make any examinations before awarding a contract; and it is further understood that if such examination is made, it in no way relieves the Supplier from fulfilling all requirements and conditions of the contract.

3. Qualified or conditional offers which impose limitations of the Supplier's liability or modify the requirements of the solicitation, offers for alternate specifications, or which are made subject to different terms and conditions than those specified by CPC may, at the option of the CPC, be:
 - a. Rejected as being non-responsive, or
 - b. Set aside in favor of the CPC's terms and conditions (with the consent of the respondent), or
 - c. Accepted, where CPC determines that such acceptance best serves the interests of participating agencies and CPC.

Acceptance or rejection of alternate or counteroffers by CPC shall not constitute a precedent that shall be binding on successive solicitations or procurements.

4. CPC reserves the right to determine the responsibility of any Supplier for a particular procurement.
5. CPC reserves the right to reject any responses in whole or in part, to waive technical defects, irregularities, and omissions, and to consider past performance of the offeror wherein its judgment the best interests of participating agencies will be served by so doing.
6. CPC reserves the right to make awards by items, group of items or on the total low response for all the items specified as indicated in the detailed specification unless the Supplier specifically indicates otherwise in their response.
7. Preference may be given to responses on products raised or manufactured in the state, other things being equal.

Confidential Information: CPC is a public entity; the information contained in the proposals shall be considered public information under the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13 et. seq. No part of a proposal shall be treated as confidential unless so designated, by the Supplier submitting the proposal, as trade secret information having met the criteria under Minnesota Statutes § 13.37 Subd. 1(b) and other applicable laws. Any data claimed by the Supplier submitting the proposal to be trade secret data must be marked "proprietary and confidential." Should a challenge occur to said Supplier's designation of data as "proprietary and confidential," the Supplier shall indemnify and hold CPC harmless for any attorney's fees, costs, penalties, or losses associated with such designation. CPC makes no representations to any Supplier regarding their designation of data as "proprietary and confidential." CPC designates the sales reports and administrative fee data, references in this solicitation, as confidential. Therefore, under no circumstances, release this data to any entity other than CPC. CPC, however, is a government entity, is required to, upon request of any individual organization; make this information available to the person(s) requesting to contact the CPC department.

Costs of Preparation: All costs associated with the preparation, development, or submission of a response or other offers will be borne by the Supplier. CPC will not reimburse any Supplier for such costs.

Default Contract: The resulting contract shall be the default contract. All participating agencies' purchases will receive the pricing described in this contract and CPC will receive credit for those purchases made by participating agencies.

Express Online Marketplace: CPC provides participating agencies with an online purchasing platform called Express. Through Express, agencies can search for and purchase items. Essentially, Express is a one-stop-shop for many of CPC's commodity-based contracts. A Supplier does not have to have an e-commerce site to be included in Express. Express offers integration into two (2) of the main K-12 school financial systems in Minnesota. CPC expects growth in the number of agencies utilizing the marketplace and the volume of sales to grow significantly. CPC will work with the Supplier to determine if the contract agreement is suitable for the online platform. If deemed suitable, CPC will require integration into Express promptly as outlined in the solicitation.

Entire Agreement: The Master Contract Agreement, shall constitute the entire and exclusive agreement between CPC and any Supplier receiving an award. In the event of any conflict between the bidder's standard terms of sale, these conditions or more specific provisions contained in the solicitation shall govern.

1. Each proposal will be received with the understanding that the acceptance, in writing, by contract or purchase order by the participating agency of the offer to do work or to furnish any or all the materials, equipment, supplies or services described therein shall constitute a contract between the Supplier and the participating agency. This shall bind the Supplier to furnish and deliver at the prices following the conditions of the said accepted proposal and detailed specifications and the participating agency to pay for at the agreed prices, all materials, equipment, supplies, or services specified and delivered. A contract shall be deemed executory only to the extent of funds available for payment of the amounts shown on purchase orders issued by the participating agency to the Supplier.
2. No alterations or variations of the terms of the contract shall be valid or binding unless submitted in writing and accepted by CPC. All orders and changes thereof must originate from the participating agencies: no oral agreement or arrangement made by a contractor with an agency or employee will be binding on CPC and may be disregarded.
3. Contracts will remain in force for the contract period specified or until all articles or services ordered before date of termination shall have been satisfactorily delivered or rendered and accepted and thereafter until all terms and conditions have been met, unless
 - a. Terminated prior to the expiration date by satisfactory delivery against orders of entire quantities, or
 - b. Extended upon written authorization of CPC and accepted by the Supplier, to permit ordering of the unordered balances or additional quantities at the contract price following the contract terms, or
 - c. Canceled by CPC following other provisions stated herein.
4. It is mutually understood and agreed that the Supplier shall not assign, transfer, convey, sublet or otherwise dispose of this contract or his right, title or interest therein, or his power to execute such contract, to any other person, company or corporation, without the previous consent, in writing, of CPC.
5. If subsequent to the submission of an offer or issuance of a purchase order or execution of a contract, the Supplier shall merge with or be acquired by another entity, the contract may be terminated, except as a corporate resolution prepared by the Supplier and the new entity ratifying acceptance of the original bid or contract terms, condition, and pricing is submitted to CPC, and expressly accepted.

Federal Uniform Guidance: By entering a contract, the Supplier agrees to comply with all applicable provisions of Title 2, Subtitle A, Chapter II, Part 200 – Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards contained in Title 2 C.F.R. § 200 et. seq. (See Supplier Forms and Signatures).

Fiscal Year: a fiscal year is defined as July 1 through June 30 of the following calendar year. The fiscal quarters end on September 30, December 31, March 31, and June 30.

Force Majeure: Except for payments of sums due, neither party shall be liable to the other, nor deemed in default under this contract, if and to the extent that such party's performance of this contract is prevented by reason of force majeure. The term "force majeure" means an occurrence that is beyond the control of either party affected and occurs without fault or negligence, including but not limited to, the following: acts of nature; acts of the public enemy; pandemics; war; riots; strikes; mobilization; labor disputes; civil disorders; fire; flood; earthquakes; famine; volcanic eruptions; meteor strikes; lockouts; injunctions-interventions-acts or failures; or refusals to act by government authority; and other similar occurrences beyond the control of the party declaring force majeure which such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with this agreement. Force majeure shall not include late deliveries of software or materials caused by congestion at a manufacturer's plant or elsewhere, an over-sold condition of the market, inefficiencies and poor

management practices, or similar occurrences. If either party is delayed at any time by force majeure, then the delayed party shall notify the other party in writing of such delay within 48 hours.

A Supplier requesting relief under this provision must adhere to the following conditions prior to the price of any product being adjusted:

1. A formal, written request for a price increase must be submitted by the Manufacturer to CPC prior to the price change taking effect. CPC must approve the request. The request will include the Force Majeure cause substantiating the reason the relief is being requested.
2. Adequate documentation to substantiate the request must be included.
3. Failure to comply with provisions of the Force Majeure shall be cause for a request to be denied.

Governing Law: This resulting contract award shall be interpreted and construed in accordance with and governed by the laws of the State of Minnesota.

Governing Venue: The resulting contract award shall be deemed to have been made and performed in Otter Tail County, Minnesota. All legal arbitration or causes for action arising out of the resulting agreement shall be brought to the courts of Otter Tail County, Minnesota.

Hold Harmless: All parties agree to hold the other harmless from any claims and demands of participating agencies which may result from the negligence of the other in connection with their duties and responsibilities under this agreement unless such action is a result of intentional wrongdoing of the other party.

Leasing and Rental Agreements: The Supplier may allow participating agencies to enter into a rental, lease, or lease-purchase agreements, providing such agreements comply with Minnesota Statutes and guidelines. CPC must receive a report annually, summarizing the executed lease purchases along with a summary of the participating agencies' purchases. CPC will not collect lease payments or be involved in the terms and conditions of the lease. All lease arrangements are between the Supplier and the participating agency. The Supplier agrees that leases will comply with the Uniform Commercial Code. The applicable administrative fee must be included in the lease cost based on the total value of the goods and applicable services purchased. This fee is referred to under the Technical Specifications. The Supplier should attempt to work with CPC's current leasing Supplier. Note, the current leasing Supplier may require a minimum purchase amount to begin the leasing process. Should the Supplier be required to utilize their own financial leasing company, this should be noted/requested as an exception.

Minority and Women-Owned Business: CPC intends to undertake every effort to increase the opportunity for utilization of minority and women-owned businesses in all aspects of procurement. In connection with the performance of this solicitation, the Supplier agrees to use their best effort to carry out this intent and ensure that minority and women-owned enterprises shall have the maximum practicable opportunity to compete for subcontract work under this solicitation consistent with the efficient performance of this solicitation. CPC desires to promote wherever possible equitable opportunities for minority and women-owned businesses to participate in the services associated with this solicitation.

New Agency Notification: CPC will email the current participating agency list to the Supplier each quarter. Those agencies not renewing their participation must not receive CPC agency pricing/discounts.

Notices: Notices permitted or required to be given hereunder shall be deemed sufficient if given by written email addressed to the following recipients of the parties, or at such other addresses as the respective parties may designate by like notice from time to time. Notices so given shall be effective upon (a) receipt by the party to which notice is given. Notices shall be sent to info@purchasingconnection.org.

Patent Indemnification: The Supplier agrees to hold harmless CPC, its successors, assigns, customers and the users of its products from any liability of any nature or kind for use of any copyrighted or copyrighted composition, secret process, patented or unpatented invention, articles or appliances furnished or used in the performance of the contract agreement, for which the contractor is not the patentee, assignee or licensee.

Participating Agency: A participating agency shall be defined in accordance with the Minnesota Statutes M.S. §471.59, and M.S. §123A.21, Sub. 11, North Dakota Century Code Chapter 54 -40.3, and South Dakota Statutes §5-18A-37. An eligible agency includes any school, higher education, city, county, other governmental agency, nonprofit organization, or other entity contracted to conduct business on behalf of a participating agency provided that the entity is required to follow state and local procurement regulations.

Party: The name given to either organization who enters into a contractual agreement.

Protests: All protests pertaining to the specifications of the solicitation must be delivered in writing and received by the RFP Facilitator no later than 4:00 p.m. CT on the third (3) business day before the opening of proposals. A protest shall be filed no later than three (3) business days after the opening of the proposals or if the protest is based on subsequent action of CPC, not later than three (3) business days after the aggrieved person knows or should have knowledge of the fact giving rise to the protests. Protests of an award will only be accepted by Suppliers who have submitted a response to the solicitation. Respondents may protest only deviations from laws, rules, regulations, or procedures. Protests must specify the grounds for the protest including the specific citation of law, rule, regulation, or procedure upon which the protest is based. The judgment used in the scoring by individual evaluators may not be protested. Protests not filed within the time specified above, or which fail to cite the specific law, rule, regulation, or procedure upon which the protest is based shall be dismissed. Should such a protest reach arbitration and result in a loss, the Supplier will be borne to all costs, including CPC's legal fees. Protests shall include the following:

1. Name, address and telephone number of protester;
2. Original signature of the protester or its representative;
3. Identification of the solicitation by RFP number;
4. A detailed statement of legal and factual grounds including copies of relevant documents; and the form of relief requested; and
5. Any protest review and action shall be considered final with no further formalities being considered.

Relationship of Parties: No contract agreement resulting from this solicitation shall be considered a contract of employment. The relationship between CPC and the Supplier is one of the independent contractors each free to exercise judgment and discretion concerning the conduct of their respective businesses. The parties do not intend the proposed contract agreement to create or is to be construed as creating a partnership, joint venture, master-servant, principal-agent, or any other relationship. Except as provided elsewhere in this solicitation, neither party may be held liable for acts of omission or commission of the other party and neither party is authorized or has the power to obligate the other party by contract, agreement, warranty, representation or otherwise in any manner whatsoever except as may be expressly provided herein.

Respondent: A respondent has notified CPC of a desire to respond to the proposal and/or has submitted a proposal in response to this solicitation.

Rights and Obligations Upon Termination: Termination of the resulting contract award shall not release the party from the obligation to make payment of all amounts due and payable. Regardless of the cause, the Supplier must refrain from any activity which will create a negative relationship between participating agencies and CPC. Notification of termination to participating agencies shall not be made by the Supplier unless written approval has been received from CPC or its designee. Said approval shall include, but not be limited to, the content of the notice, its structure and timing. This will remain in effect for 60 days post-termination. When failure is deemed by the other party to be the result of willful and wanton negligence, it may result in a civil action against the first party. The

Supplier will continue to provide warranty and product support as specified in their proposed response to the solicitation or by the manufacturer, whichever is greater, on all services purchased by participating agencies during the contract term. Upon termination, any website references and/or email accounts, created by either the Supplier or CPC and designed to promote the contract agreement resulting from this solicitation shall be terminated within 48 hours of the termination.

Risk of Loss: Regardless of F.O.B., the Supplier agree(s) to bear all risks of loss, injury, or destruction of goods and materials ordered herein which occur before delivery, and such loss or destruction shall not release the Supplier from any obligation hereunder.

Safety Data Sheet (SDS): Documentation providing workers and emergency personnel with procedures for handling or working with a specific substance safely, and information such as physical data, toxicity, health effects, first aid, reactivity, storage, disposal, protective equipment, and spill-handling procedures. SDS documentation must accompany all deliveries when required by federal, state, and local laws.

Sales Tax: Sales and other taxes shall not be included in the prices quoted. The Supplier will charge state and local sales and other taxes on items for which a valid tax exemption certification has not been provided. Each participating agency is responsible for verifying the tax-exempt status to the Supplier. When ordering, participating agencies must indicate that they are tax-exempt entities. Except as set forth herein, no party shall be responsible for taxes imposed on another party as a result of or arising from the transactions contemplated by a Supplier resulting from this solicitation.

Severability: If any of the terms of this solicitation conflict with any rule of law or statutory provision or otherwise unenforceable under the laws or regulations of any government or subdivision thereof, such terms shall be deemed stricken from this agreement, but such invalidity or unenforceability shall not invalidate any of the other terms of this agreement, and this agreement shall continue in force, unless the invalidity or unenforceability of any such provisions hereof does substantial violence to, or where the invalid or unenforceable provisions compromise an integral part of or are otherwise inseparable from, the remainder of the resulting agreement.

Substitutions: The materials, products or equipment described in these documents establish a standard of type, function, and quality to be met by any proposed substitution. Unless the specification prohibits substitution, Suppliers are encouraged to propose materials, products or equipment of comparable type, function, and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks for substitution, on the Supplier's letterhead attached to the pricing form. Suppliers shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance, and test data and any other information necessary for evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

Termination: CPC reserves the right to terminate this contract, without penalty or recourse, in whole or in part, whereas termination is in the best interest of the participating agencies. The Parties may terminate the Agreement without cause by mutual written consent or by either Party with a minimum of 60 days written notice. The Supplier will not accept any new orders after the termination date specified in the notice. Participating agencies will only be required to pay the Supplier for goods and services delivered before termination and not otherwise returned following the Supplier's return policy. If the participating agency has paid the Supplier for goods and services not yet provided as of the date of termination, the Supplier shall immediately refund such payment(s). Any termination shall not affect projects that are in progress or in receipt of a purchase order (PO) at the time the termination is received. The Supplier shall be entitled to receive just and equitable compensation in accordance with applicable contract pricing for work in progress, work completed, and materials accepted before the effective date of the termination. The Supplier will not be reimbursed for any anticipated profit. CPC reserves the right to cancel, or suspend the use thereof, any contract resulting from this solicitation upon any one of the following events with the Supplier:

1. Voluntary or involuntary bankruptcy or insolvency;
2. Failure to remedy a material breach to the terms and conditions of this solicitation;
3. Receipt of written information from any authorized agency finding activities the Supplier engaged in according to this solicitation to violate the law.

Termination for Default: If either Party is in default under this contract, it shall have an opportunity to cure the default within the time indicated, 10 business days, after it is given written notice of default to the other party, specifying the nature of the default. Upon receipt of the notice of default, the defaulting party shall have 10 business days to provide a satisfactory response. Failure on the part of the defaulting party to adequately address all issues of concern may result in contract termination. If the default is not cured within the time specified in the notice of default, the non-defaulting party shall have the right, in addition to all other remedies at law or equity, to immediately terminate this contract. Failure to complain of any action, non-action or default under this Agreement shall not constitute a waiver of any of the parties' rights hereunder. CPC reserves the right to terminate this contract, or any part hereof, for cause in the event of any default by the Supplier, or if the Supplier fails to comply with any contract terms and conditions or fails to provide adequate assurances of future performance.

In the event of termination for cause, CPC and its participating agencies shall not be liable to the Supplier for any amount of supplies or services not accepted, and the Supplier shall be liable to CPC and its participating agencies for any and all rights and remedies provided by law. If it is determined that CPC improperly terminated this contract for default, such termination shall be deemed a termination for convenience. CPC will issue written notice to the Supplier for acting or failing to act in any of the following:

1. The Supplier provides material that does not meet the specifications of the contract;
2. The Supplier fails to adequately perform the services set forth in the specifications of the contract;
3. The Supplier fails to complete the work required or to furnish the materials required within a reasonable amount of time;
4. The Supplier fails to make progress in the performance of the contract and/or gives CPC reason to believe that the Supplier will not or cannot perform to the requirements of the contract;
5. The Supplier fails to observe any of the terms and conditions of the contract.

Termination for Non-Appropriation: Any individual participating agency's procurement/contract covered by this solicitation and executed in accordance with the resulting contract may be terminated if insufficient appropriations and/or authorizations do not exist due to changes in state or federal law, or because of a court order, or because of insufficient appropriations made available to the participating agency's governing board and/or its State Legislature. Such termination will be affected by sending fifteen (15) days written notice to the Supplier. The participating agency's decision as to whether sufficient appropriations and authorizations are available shall be accepted by the Supplier and shall be final.

Tri-State Area: Defined as the three states participating in CPC (Minnesota, North Dakota and South Dakota) and their participating agencies.

Supplier Orientation (CPC 101): The Supplier and their participating resellers/sub-contractors will be required to participate in an online training session that is designed to educate the Supplier and resellers/sub-contractors on the purpose and nature of CPC. The Supplier will not be marketed to participating agencies until they have completed the Supplier orientation session.

Waiver: No failure by either party to take any action or assert any right hereunder shall be deemed to be a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

Questionnaire

RFP #24.10 Sound Amplification Solutions

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "**3 Questionnaire – Name of Company**".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Performance Capability](#)
4. [Products, Service & Pricing](#)
5. [Industry Specific Information](#)
6. [Value Add](#)
7. [Exceptions & Deviations](#)

Company Information

Name of Company: _____

Company Address: _____

City, State, Zip code: _____

Website: _____

Provide the following company contacts that will be working with this anticipated contract.

	Name	Email	Phone
General Manager			
Contract Manager			
Sales Manager			
Marketing Manager			
Customer Service Manager			
Account Manager(s)			

Identify any business types/classifications that your company holds. ***Submit documentation in PDF format to verify business status (see submittal checklist).**

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Supplier
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

List any other cooperative or state contracts your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

Click or tap here to enter text.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ Yes

_____ No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ Yes

_____ No

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Click or tap here to enter text.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Click or tap here to enter text.

3. Describe the number of agencies your organization, on average, provides sound amplification solutions for each year in CPC's tri-state area of Minnesota, North Dakota and South Dakota?

Click or tap here to enter text.

4. Is your organization able to service all areas within CPC's tri-state area?

_____ *Yes*

_____ *No*

If NO, explain why your organization is not able to service a particular area and/or state.

Click or tap here to enter text.

5. List the other contracts you have in place that could be accessed by our membership for your products (e.g. other consortiums) in the tri-state area?

Click or tap here to enter text.

6. Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

Click or tap here to enter text.

7. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from sales of products and/or services that are applicable to the scope of this proposal on an annual basis.

Click or tap here to enter text.

8. Describe your experience and sales approach your company will take with participating public agencies.

Click or tap here to enter text.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Provide three (3) references that have purchased products and/or services that are applicable to the scope of this proposal from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

**Reference #1 – Company Name
Service/Product Purchased
Year of Purchase
Reference Contact
Phone
Email**

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

**Reference #2 – Company Name
Service/Product Purchased
Year of Purchase**

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Reference Contact

Phone

Email

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Reference #3 – Company Name

Service/Purchase Purchased

Year of Purchase

Reference Contact

Phone

Email

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Click or tap here to enter text.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees. Describe any unique applications of your sound's amplification solutions.

Click or tap here to enter text.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc. Describe any required certifications, etc. required for installation.

Click or tap here to enter text.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Click or tap here to enter text.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Click or tap here to enter text.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Click or tap here to enter text.

7. Describe your company's contract implementation or customer transition plan.

Click or tap here to enter text.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Click or tap here to enter text.

9. Provide any additional information relevant to this section.

Click or tap here to enter text.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

- _____ Pricing is better than what is offered to individual educational agencies.
_____ Pricing is better than what is offered to cooperative educational agencies.
_____ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

Click or tap here to enter text.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

Click or tap here to enter text.

4. Describe your warranty and warranty process for all products and services.

Click or tap here to enter text.

5. Describe the return process and restocking fees associated with a return.

Click or tap here to enter text.

6. Describe any additional discounts or rebates available. Additional discounts or rebates may be offered for large orders, single ship to location, annual spend, guaranteed quantity, etc.

Click or tap here to enter text.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Click or tap here to enter text.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Click or tap here to enter text.

9. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Click or tap here to enter text.

10. Provide any additional information relevant to this section.

Click or tap here to enter text.

Industry Specific Information

1. Provide a narrative description of the products and services you are offering in your proposal. This should reflect what you are providing pricing for.

Click or tap here to enter text.

2. Describe the power/source connection for your proposed sound amplification solution(s). Describe any additional connection features that your solutions provide (i.e. multimedia connectivity, ADL outputs).

Click or tap here to enter text.

3. Describe the type of frequency used by your sound amplification solution(s) and how feedback and other frequency waves are mitigated from cutting in or over a sound wave. Describe if Bluetooth connectivity is possible and if there are any concerns to be addressed with your proposed solution.

Click or tap here to enter text.

4. Describe how and if your solution can integrate with current facility sounds solutions and to what extent.

Click or tap here to enter text.

5. Describe if your sound amplification solutions require software to operate and run the system. Describe all costs associated with this software/service.

Click or tap here to enter text.

6. Describe how your sound amplification solutions coordinate or work in conjunction with life safety requirements (i.e. emergency notifications).

Click or tap here to enter text.

Value Add

1. Describe any 'added value' attributes (if any) being offered exclusively to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Click or tap here to enter text.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

Click or tap here to enter text.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications. Respondents must include the following when requesting exceptions:

- RFP section number and page number
- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

Click or tap here to enter text.

Forms & Signatures

RFP #24.10 Sound Amplification Solutions

Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled ***"Forms & Signatures – Name of Company"***.
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. [Contract Offer & Award](#)
2. [Uniform Guidance "EDGAR" Certification Form](#)
3. [Subcontractor Utilization Form](#)

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	_____	Date	_____
Address	_____	City, State, Zip	_____
Contact Person	_____	Title	_____
Authorized Signature	_____	Title	_____
Email	_____	Phone	_____

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	_____	Authorized Signature	_____
Name	_____	Title	_____
Awarded this	_____	day of	_____
		Contract #	_____
Contract/Agreement to Commence		_____	

EDGAR Certification Form

2 CFR Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at \$250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to” (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participating agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work performed and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the

Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise

excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

- (1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

- (1) Procure or obtain.
- (2) Extend or renew a contract to procure or obtain; or
- (3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

- (i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).
- (ii) Telecommunications or video surveillance services provided by such entities or using such equipment.
- (iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

- (1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.
- (2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of \$250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certifies that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name _____ **Authorized Signature** _____

Full Name _____ Title _____

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: _____
Solicitation Number: _____
Supplier Name: _____

If a subcontractor will not be used, check this box:

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Pricing Schedule Intro

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- 1 - Pricing Schedule**
- 2 - Services**
- 3 - Volume Discounts**

1 - Pricing Schedule - *required*

Submit pricing for all products and accessories being offered to CPC and its participating agencies.

2 - Services - *required*

Submit pricing for Installation, Maintenance & Support Services offered to CPC and its participating agencies.

3 - Volume Discounts - *optional*

Submit all volume discounts if available to CPC and its participating agencies.

1 - Pricing

***Please note this workbook has multiple tabs.**

Instructions. Complete the following schedule for all products and accessories. The form should be completed by the standards listed in the Technical Specifications. Additional rows may be added. Please note this is a **REQUIRED FORM**.

Responding Company's Name: _____

REQUIRED FORM

[illegible]

2 - Services Price Schedule

***Please note this workbook has multiple tabs.**

Instructions. Complete the tables below for the following services. This is a **REQUIRED** form.

Responding Company's Name: _____

Installation/Assembly [Labor]

*Prevailing wage projects/installations are subject to higher hourly rates/charges. Prevailing wage rates change by MN county. Participating agencies are required to notify the Vendor if prevailing wages are required (state/federal funding as part or all of the project/purchase).

Description	Standard Price & Rate	Discounted Price & Rate	Member Savings	Per Diem Charges (daily rate, if any)	Mileage Charges (per mile, if any)	Notes/Comments
Min. Hourly Rate - Regular Hours			#DIV/0!			
Max. Hourly Rate - Regular Hours			#DIV/0!			
Not to Exceed Hourly Rate - Regular Hours			#DIV/0!			
Min. Hourly Rate - Evening			#DIV/0!			
Max. Hourly Rate - Evening			#DIV/0!			
Not to Exceed Hourly Rate - Evening			#DIV/0!			
Min. Hourly Rate - Weekend/Holidays			#DIV/0!			
Max. Hourly Rate - Weekend/Holidays			#DIV/0!			
Not to Exceed Hourly Rate - Weekend/Holidays			#DIV/0!			

Maintenance & Support

Description	Standard Price & Rate	Discounted Price & Rate	Member Savings	Per Diem Charges (daily rate, if any)	Mileage Charges (per mile, if any)	Notes/Comments
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			

Professional Services - Optional

Description	Standard Price & Rate	Discounted Price & Rate	Member Savings	Per Diem Charges (daily rate, if any)	Mileage Charges (per mile, if any)	Notes/Comments
Design			#DIV/0!			
Project Management			#DIV/0!			
Training			#DIV/0!			
			#DIV/0!			

Other Services - Optional

Description	Standard Price & Rate	Discounted Price & Rate	Member Savings	Per Diem Charges (daily rate, if any)	Mileage Charges (per mile, if any)	Notes/Comments
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			
			#DIV/0!			

3 - Volume Discounts

***Please note this workbook has multiple tabs.**

Instructions. Complete the form below if your company is offering additional discounts for a one time purchase OR a group of local agencies in a geographic area combining requirements (estimate annual spend). Please note this is an **optional form**.

Responding Company's Name: _____

OPTIONAL FORM

[illegible]

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- VIII. Solicitation and Submittal Procedures
- IX. Solicitation Terms and Conditions
- X. [Appendix A: Sales Report Template](#)

I. Introduction to CPC

The Cooperative Purchasing Connection (CPC) is a joint powers group of local governmental agencies and service cooperatives in Minnesota, organized pursuant to Minnesota Statute §123A.21. CPC obtains the legal authority to develop and offer, among other services, cooperative procurement services to members and participants. Eligible and existing participants include state, city, and county governments, as well as tribal nations, government agencies, both public and non-public educational agencies, colleges, universities, nonprofit organizations, and other entities contracted on behalf of an agency. Participation in the resulting contract(s) is open to government and nonprofit agencies across the United States

In addition, the North Dakota Educators Service Cooperative (NDESC) is a joint powers group organized under the provisions of Chapter 54-40.3 of the North Dakota Century Code. NDESC holds a joint powers agreement with Lakes Country Service Cooperative (LCSC) in Fergus Falls, Minnesota, to provide purchasing contracts to its participating agencies. South Dakota participating agencies may also utilize CPC's purchasing contracts pursuant to South Dakota State Statute §5-18A-37.

LCSC provides the administrative functions of CPC. Administrative functions include but are not limited to bid and contract research, contract development, negotiations; fiscal reporting agent; marketing; contract promotion and agency support services.

II. Solicitation Description

CPC is seeking to collaborate with an experienced vendor(s), equipped with the necessary resources and capabilities to develop a program for participating agencies to have the ability to purchase from a broad-line of optimal sound amplification solutions, including installation, to suit participating agencies, at consortium level discounted pricing. A qualified Vendor shall have established a percentage discount from a catalog list, published prices, or price list. Discounts may be submitted for an entire catalog or for specific product categories or manufacturer categories. Products and services pertaining to this solicitation include, but not limited to, the following categories:

1. Sound amplification products
2. Accessories
3. Installation services
4. Maintenance & support
5. Other services

Through the combination of purchasing power, CPC's objective is to achieve cost savings through a single competitive solicitation process. This process eliminates a Vendor from responding to multiple quotes and proposals allowing for the reduction in administrative and overhead costs through CPC's purchasing procedures. CPC will work closely with the Vendor to market the contract not only to participating agencies but also to potential agencies where the contract would be an advantageous option for growing participation and purchases through the Vendor.

CPC may award this solicitation to one or more Vendors based on geographic area and who can offer acceptable sound amplification solutions of benefit to all participating agencies. Manufacturers may respond directly. If the manufacturer uses an authorized dealer network, the dealers must be identified and adhere to the terms outlined in this solicitation.

CPC encourages providers of all manufacturers/brands to bid, providing the following criteria are met:

1. Pricing discounts offered on a full range of quality products and supplies.
2. Warranty protection.
3. Training and support, when applicable.
4. Installation, when applicable.
5. Guaranteed pricing discounts, held firm for the duration of the contract term.

Vendors who meet any or all of the mentioned above must complete the required documents in their indicated format to be considered a responsive and responsible Vendor.

The contract(s) resulting from this solicitation will be Indefinite Delivery, Indefinite Quantity (IDIQ) contract(s). Historically, from 2020 to present, CPC participating agencies have purchased approximately \$7 million. All quantities or dollar values listed within this solicitation are estimates.

Numerous factors could cause the actual value of the contract(s) resulting from this solicitation to vary substantially from the historical value. Such factors include, but are not limited to, the following:

1. There is no guarantee of volume to be purchased, nor is there any guarantee that demand will continue in any manner consistent with previous purchases; and
2. The individual value of each contract is indeterminate and will depend upon actual participating agency demand, and actual quantities ordered during the contract period.

In CPC's experience, depending on the price of a particular item, the actual volume of purchases could be substantially in excess of, or substantially below, estimated volumes. Specifically, if actual contract pricing is lower than anticipated or historical pricing, actual quantities purchased could be substantially greater than the estimates; conversely, if actual contract pricing is higher than anticipated or historical pricing, actual quantities purchased could be substantially lower than the estimates. By submitting a response, the Vendor acknowledges the foregoing and agrees that actual good faith purchasing volumes during the term of the resulting contract(s) could vary substantially from the estimates/historical values provided in this solicitation.

With CPC's intent to market the contract to participating and potential agencies and to possibly position the contract within the Express online marketplace, when applicable, it is CPC's belief that the program will continue to grow significantly throughout the course of the solicitation term, not to exceed four (4) years.

III. Responding Minimum Qualifications

All submittals must contain answers, responses and/or documentation to the information requested herein. Any submittal failing to provide the required information and/or documentation will be considered non-responsive. A submittal considered non-responsive may result in possible disqualification for consideration of a solicitation award.

Responding Vendors must demonstrate their ability, capacity, and available resources to provide sound amplification solutions to participating agencies. Vendors are required to communicate and demonstrate within their submittal that they have extensive knowledge, background, and at least five (5) years of experience with obtaining, producing, delivering, and supporting the product lines offered.

CPC reserves the right to accept or reject any Vendor's proposal failing to demonstrate their abilities or capacity solely based on information provided in the solicitation response and/or its own investigation of the company.

IV. Technical Specifications

An attempt has been made to standardize the language used in this solicitation. The words "must", "shall", "mandatory" and the phrase "it is required" are used in connection with a mandatory specification. The words "should" and "may" are used in connection with a specification that is desirable.

A. General

1. The Vendor must have access to a full inventory of the proposed product line(s) while maintaining a minimum monthly average fill rate of 95% or above. Items that are reordered, back-ordered, or partially filled are not considered filled items when calculating this service level.
2. The Vendor must provide participating agencies who have questions, issues, and/or concerns with an efficient response; responding to agencies within 24 hours.

B. Equipment and Supplies

1. All equipment, supplies, parts, and all related accessories that can be purchased must be new and actively marketed products by the manufacturer's authorized dealers.
2. An electronic online catalog must be provided for use by and suitable for participating agencies' needs. The online catalog will note product discounts and, if applicable, the differing discounts for catalog categories awarded.
3. All devices and items will meet all applicable codes and standards, including but not limited to:
 - a. All devices shall be listed by Underwriters Laboratory (UL). All components shall bear the UL label.
 - b. The systems and solutions will be installed in accordance with all the requirements of the National Electric Code (NEC).
 - c. The systems and solutions will be installed in accordance with the requirements of the Americans with Disabilities Act (ADA).
 - d. The systems and solutions will be installed in accordance with the requirements of other applicable codes as well as all Federal, State and local codes.
4. Recalls.
 - a. The Vendor must notify CPC and their participating agencies of any product recalls.
 - b. The Vendor will issue a credit or comparable substitute for any delivered, recalled product at the agency's discretion.
 - c. All costs associated with voluntary and involuntary product recalls shall be borne by the Vendor.
5. Substitutions.
 - a. Materials, products or equipment described in these documents establish a standard of type, function, and quality to be met by any proposed substitution. Unless the specification prohibits substitution, Vendors are encouraged to propose materials, products or equipment of comparable type, function, and quality. Proposals for substitute items shall be stated in the appropriate blank on the proposal form, or if the form does not contain blanks for substitution, on the Vendor's letterhead attached to the pricing form. Vendors shall attach to the form a statement of the manufacturer and brand name of each proposed substitution plus a complete description of the item, including descriptive literature, illustrations, performance, and test data and any other information necessary for evaluation. The burden of proof is upon the respondent for the merit of the proposed substitution.

C. Pricing

1. Contract discounts and percentages must be held firm during the initial contract period. Additional discounts may be made to accommodate one-time bulk replacements, special promotions, or a large individual project. The Vendor cannot offer additional discounts and percentages to a participating agency beyond a single large project until following the steps outlined below and receiving approval by CPC. CPC may conduct periodic audits and the Vendor will be responsible for full reimbursement for any overcharge to a participating agency.
2. The Vendor must provide a discount price schedule for all categories of products available and labor/services offered in this solicitation.

3. New products and services, pertaining to the scope of this solicitation, can be added during the course of the contract term with notice, as outlined below, to CPC. These items shall meet or exceed all the specifications established in the solicitation and resulting contract. CPC may direct the Vendor to remove products that do not meet the intent or are otherwise in conflict with the contract requirements.
4. CPC may accept a future claim from the Vendor that a new threshold of performance or technology has been established. If CPC is satisfied with the evidence presented in support of the claim, appropriate pricing for such new technology may be established by applying the same pricing method used by the Vendor in their submission. The Vendor must be able to verify the pricing calculation.
5. When a price list is revised (i.e. manufacturer), to add or delete products and accessories that result in revised contract pricing, the Vendor shall notify CPC in writing via email as follows:
 - a. Request will be typed on the Vendor's letterhead and emailed to CPC;
 - b. It is filed with CPC, a minimum of seven (7) calendar days before the effective date of the proposed change;
 - c. It clearly identifies the items impacted by the change and the cause for the adjustment;
 - d. It is accompanied by documentation acceptable to the Procurement Solutions Coordinator to warrant the change (i.e. appropriate Bureau of Labor Statistics, Consumer Price Index (CPI-U, change in manufacturer's price, etc.);
 - e. CPC reserves the right to accept such change and will confirm disposition in writing. For contract administration purposes, CPC must be able to verify the manufacturer's current product price. Price increases that cannot be verified shall not be reflected on the contract nor charged to the participating agency.
6. CPC expects Vendors to offer their very best prices. If a Vendor offers lower prices to any participating agency outside of this contract, it must lower its prices under this contract at the same time by written notice, via email to CPC.

D. Design Layout and/or Installation Services

1. Pricing for design layout and/or installation will be by hourly rate or percentage of the project cost. The Vendor must outline all service charges for design and installation. If the Vendor charges for installation by a method other than hourly or percentage, a complete explanation, and breakdown of how charges are calculated must be included with the submission.
2. Prevailing Wage. If the resulting contract involves a project erection, construction, remodeling, or repairing of a public building or other public work financed in whole or part by State [Minnesota] funds, then pursuant to Minnesota Statutes 177.41 to 177.44 and corresponding Minnesota Rules 5200.1000 to 5200.1120, this contract is subject to the prevailing wages as established by the Minnesota Department of Labor and Industry. Specifically, all Vendors and all tiers of subcontractors must pay all laborers and mechanics the established prevailing wages for work performed under the resulting contract. Failure to comply with the aforementioned may result in civil or criminal penalties. Applicability: The prevailing wage applies to a contract or work under a contract, under which:
 - a. Only one (1) trade or occupation is required to complete it and the project is greater than \$2,500; or
 - b. The estimated total cost of completing the project is greater than \$25,000.
 For questions regarding prevailing wage laws, contact the Minnesota Department of Labor and Industry.
3. Prevailing Wage/Davis Bacon [State & Federal Funds]. The Supplier's hourly price shall include, but is not limited to, wage requirements, equipment and tools normally associated with the removal and installation of goods and services. Due to wage rate requirements for State and Federal funded projects, the costs associated with labor may increase from contracted pricing.

4. The Vendor subcontractors will maintain in current status, all federal, state, and local licenses, bonds, and permits required for the performance and delivery of any and all products and services in response to this solicitation. This also includes any contractor's licensure as required by state law. The Vendor must have the ability to furnish all required labor, materials, equipment, parts and supplies necessary for the services requested.
5. The Vendor will possess the ability to assess and determine existing site conditions and the participating agencies' expectations for the products being purchased.
6. Installation times will be coordinated with the purchasing agency. All areas will be kept clean and free of debris. Vendors must be able to provide the purchasing agency with a list of responsibilities for installation, a minimum of five (5) business days prior to the start of installation.
7. All personnel that are working in participating agencies must be bonded and insured and follow any and all participating agencies' requirements for contractors and subcontractors.
8. Subcontractors.
 - a. The Vendor will not assign any duties to perform services nor to provide goods to purchasing agencies under this contract to a subcontractor that is not listed in the Subcontractor Utilization Form.
 - b. If a subcontractor is removed from the contract agreement at any time, the Vendor will submit to CPC in writing, the reason for removal and effective date.
 - c. To add a subcontractor to the contract agreement, the Vendor must submit to CPC an updated Subcontractor Utilization Form. The subcontractor may not begin providing service until approved by CPC.
 - d. The Vendor will be responsible for ensuring that all subcontractors who provide goods or services under the resulting contract agreement comply with the terms and conditions.
 - e. CPC reserves the right to require that a subcontractor be removed from the contract.
 - f. Any damage done to the participating agencies' property by contractors or subcontractors shall be repaired or replaced at no cost to the participating agency.
9. All services will be 100% guaranteed. Any service provided, which does not meet the end-users' expectations will either be redone until the end-users' expectations are met, or the charges for the services are refunded to the participating agency.

E. Maintenance Plans

1. The Vendor may offer pricing for maintenance for all equipment listed under the solicitation and include it in pricing proposals to participating agencies if requested.
2. Upon request, the Vendor will show satisfactory evidence, that they maintain a fully equipped service organization capable of furnishing adequate inspection and service to the system. The Vendor will maintain the necessary spare parts as recommended by the manufacturer to maintain and service the equipment being supplied.
3. Provide work complying with applicable requirements of National Fire Protection Agency (NFPA) 70 "National Electric Code" including, but not limited to:
 - a. Article 250, Grounding.
 - b. Article 300, Part A. Wiring Method.
 - c. Article 310, Conductors for General Wiring.
 - d. Article 725, Remote Control, Signaling Circuits.
 - e. Article 800, Communication Systems.
4. The Vendor will follow all manufacturer warranties, express and implied, against defects in material and workmanship. All replacement materials shall be provided to the participating agency at no additional cost while under manufacturer warranty.
5. The Vendor may offer pricing for maintenance for all equipment listed under the solicitation and include it in pricing proposals to participating agencies if requested.
6. The Vendor providing maintenance and repair options must provide and clearly state, pricing and terms of the various plans in their submission.

F. Ordering Methods

1. All orders will be executed by participating agencies, directly, with the Vendor. The Vendor may offer a variety of options for agencies to place orders. The Vendor will make all deliveries and installation of products and services. CPC will not warehouse items or provide services.
2. Participating agencies may use two (2) different methods of placing orders from the resulting contract: Purchase Orders (PO's) and procurement cards. The method of payment is at the discretion of the participating agency. Additional surcharges for the use of a procurement card must be clearly outlined (see Vendor Questionnaire).
3. A PO may be issued to the Vendor on behalf of the participating agency ordering the services covered under the resulting contract. An issued PO will become part of the resulting contract. The PO indicated that sufficient funds have been obligated toward the purchase.
4. Regardless of the method of ordering used, solely the contract and any modification determine performance time and dates.
5. Performance under this contract is not to begin until receipt of a PO, procurement card order, or other notification to proceed by the participating agencies to proceed.

G. Training:

1. The Vendor will provide the participating agency with training on the installed systems and solutions. Operators manuals and user guides shall be provided during training.
2. The Vendor shall supply at a minimum, user training. User training shall consist of operation of all system functions.
3. The Vendor shall supply at a minimum, up to two (2) hours of technical training to Technology staff for routine administration, maintenance and troubleshooting.
4. The participating agency shall have access to telephone support from the Vendor and/or manufacturer at no additional cost for the life of the product.

H. Freight and Delivery

1. Delivery must be made as ordered and in accordance with the solicitation. If delivery qualifications do not appear in the Vendor's proposal, it will be interpreted to mean that goods are in stock and that shipment will be made within ten (10) calendar days. The decision of CPC, as to reasonable compliance with the delivery terms, shall be final. The burden of proof of delay in receipt of an order shall rest with the Vendor.
2. No delivery charges shall be added to invoices except when authorized on the Purchase Order.
3. All prices submitted are to be F.O.B. Destination, Freight Pre-Paid, and Allowed. Unless clearly stated otherwise by the respondent, prices submitted shall include all charges for transportation, packaging, etc., necessary to complete delivery on an F.O.B. Destination basis.
4. CPC does not require freight to be included in the proposed pricing for this RFP due to the variance of freight charges attributable to weight and volume per order. However, if awarded, the merchandise must be shipped prepaid with the freight charged added to the invoice as a separate line item. Freight charges must be quoted to the agency prior to any purchase order being issued by the participating agency.
5. Include freight in all proposed pricing.
6. Invoice and ship all items directly to CPC's participating agencies. A packing slip will be provided with all deliveries including the agencies' purchase order number. Orders not filled and partial shipments shall be indicated on the packing list. Participating agencies shall be notified of an anticipated availability date, within three (3) business days of receipt of order.
7. All equipment, supplies, and related accessories must be delivered during normal hours of operation on weekdays, unless at the convenience of the participating agency and through mutual agreement with the Vendor.
8. All products must be 100% guaranteed. Any product which is damaged, found to be defective, or does not perform to the end-user's expectations must be replaced at the Vendor's expense.

including all shipping/delivery charges. If a participating agency receives the product(s) that appear to be damaged, they reserve the right to refuse delivery. Participating agencies will not be charged for items that are refused.

I. Payment

1. Participating agencies using the resulting contract Agreement will make payments directly to the Vendor.
2. Payment terms will be defined by the Vendor in their response.
 - a. Vendors are encouraged to offer payment terms through procurement card (P Card) services, if applicable. Payments shall be made after satisfactory performance, following all provisions thereof, and upon receipt of a properly completed invoice.
 - b. Where a question of quality is involved, payment in whole or part against which to charge back any adjustment required shall be withheld at the direction of the participating agency. In the event a cash discount is stipulated, the withholding of payments, as herein described, will not deprive the participating agency of taking such a discount.
 - c. Payments for the used portion of inferior delivery will be made by the participating agency on an adjusted price basis.
3. The Vendor will submit invoices to the participating agencies clearly stating, "Per CPC Contract". The shipment tracking number or pertinent information for verification shall be made available upon request.
4. Participating Agencies will follow M.S. §471.425 regarding prompt payment of local government bills.

J. Advertising and Marketing

1. The Vendor will provide sales and marketing representation that is able to educate, introduce and demonstrate products and/or services to CPC's participating agencies.
2. The Vendor will be able to assist in developing marketing materials that support the contract.
3. The Vendor will provide a comprehensive training and support program on the operation and use of the contract agreement to all applicable personnel. The services offered must be appropriate and adequate to ensure a successful contract agreement.
4. All promotional marketing materials must have the prior approval of CPC before distribution and must include the CPC logo and pertinent contract information.
5. Upon award and completion of the Vendor orientation, CPC will promote the contract opportunity via its websites. CPC will also announce the new partnership through various marketing channels. Contracts will also be promoted at applicable trade shows, conferences, and meetings.

V. Timeline

Date/Time	Event
May 8, 2024	Publication of RFP #24.10
May 20, 2024, at 10:30 a.m. CT	Non-Required Conference Call
May 28, 2024, at 4:00 p.m. CT	Deadline for Suppliers to Submit Questions
June 5, 2024, at 10:00 a.m. CT	Deadline for Submission
June 14th, 2024	Contact Supplier/Award(s) Made
July 1, 2024	Initial Start of the Contract Term

VI. Non-Required Conference Call

A virtual conference will be held allowing Vendors to ask questions, concerns and/or issues they may have relating to the solicitation. Those participating in the conference call will have the opportunity to view a demonstration of CPC's Express online marketplace, when applicable. The conference call will not be recorded. To attend:

Online:

<https://us02web.zoom.us/j/87136262984?pwd=ekM2Nnk wV21jem5mZzhIRnJCMVBqUT09>

Dial-in:

Number: 646 931 3860 **Meeting ID:** 871 3626 2984 **Passcode:** 427164

VII. Method of Award

This solicitation will be evaluated based on the following combined factors. No single factor will determine the final award decision.

	Points Available
Minimum Qualifications <ul style="list-style-type: none">•	Pass/Fail
Technical Proposal	240
Pricing Proposal	260
Total Points	500

As a part of the process of determining responsible respondents, CPC may request reports that describe the financial soundness of your organization. Accepted financial reports may include balance sheets and Profit & Loss statements for the past three years, a Letter of Credit or Line of Credit from a bank or lending institution indicating the line of credit limit and the average outstanding balance, Dun & Bradstreet reports, a complete Annual Financial Report (for publicly traded companies).

Best and Final Offer (BAFO): CPC may request a BAFO if additional information or modified terms are necessary for the evaluation committee to complete its evaluation and ranking. CPC will set a date and time for the submission of BAFO proposals. The BAFO will be limited to specific sections of the RFP or proposal identified by CPC. A BAFO will not be used solely to reduce pricing. If a BAFO is requested, all short-listed Suppliers or, if the short-list process is not used, all qualified Vendors will be provided an opportunity to submit a modified response. Only one BAFO request will be issued by CPC. The information received from the BAFO will be used by the evaluation committee to re-rank the Suppliers. If a Vendor does not submit a BAFO proposal or a notice of withdrawal, the Vendor's previous proposal is considered the Vendor's BAFO. CPC reserves the right to proceed directly to negotiations with the highest ranked proposers immediately following the initial submission and evaluation of proposals.

Contract Development: Following the final evaluations and contract negotiations, CPC will develop a Master Contract Agreement with the most highly qualified Vendor(s). If a satisfactory contract cannot be developed with the most highly qualified Vendor(s) the second most qualified Vendor(s) may then be approached to develop a contract.

Solicitation Debriefing: An unsuccessful Vendor may request a debriefing to be scheduled with CPC after the solicitation process has been completed and a Master Contract Agreement with the awarded Vendor(s) has been executed. A debriefing is a learning opportunity for the unsuccessful Vendor to learn about the solicitation process and what measures of their response could be improved. Vendors will not be debriefed on how their response compared to other responding Vendors.

VIII. Solicitation and Submittal Procedures

Public Purchase: All solicitations can be found on Public Purchase (www.publicpurchase.com). Public Purchase is an easy-to-use platform that provides Vendors with automatic notification of open solicitations, automatic notification of answered questions and issued addenda, and a way to electronically submit a response to the solicitation. All changes, updates, uploads, and downloads are time-stamped and logged as part of the solicitation process.

Submission of Proposals: It is the responsibility of the Vendor to be certain that the proposal being submitted has been uploaded to Public Purchase by the submission deadline, as described in the solicitation. All the responses to the solicitation must be included in the uploaded documents. CPC does not consider any information submitted in the General Notes section of Public Purchase when evaluating. All proposals must be submitted electronically via Public Purchase. If the proposal has not completed its upload to Public Purchase by the submission deadline, the Public Purchase system will not accept the proposal. If any issues occur during the upload of the proposal, Vendors should contact Public Purchase at support@publicpurchase.com or utilize the chat function within Public Purchase for immediate technical support. The data included in the submission will not be password protected. Hardcopy proposals are invalid and will not receive consideration.

Document Title	How to Submit
Part 1 RFP Part 2 General Terms and Conditions	<u>Do Not Submit with Response.</u> Retain for your records.
Part 3 Vendor Questionnaire – Name of Company	Provided as a Word document. Submit as one (1) PDF. Include certifications, if applicable.
Part 4 Forms & Signatures – Name of Company	Provided as PDF. Submit as one (1) PDF, <u>signatures required.</u>
Part 5 Pricing Schedule – Name of Company	Provided as Excel document. Submit as Excel document.
Part 6 Certificate of Insurance (COI) – Name of Company	Submit as PDF. Respondent to provide.

Questions: Requests for additional information or questions shall be asked via Public Purchase for all participating respondents to see. CPC will respond accordingly via Public Purchase to all questions asked by the question deadline.

Addenda: Addenda are written instruments issued by CPC which modify or interpret the solicitation documents by additions, deletions, clarification, or corrections. All addenda issued by CPC shall become a part of the specifications and will be made part of the contract. Addenda will be sent automatically through Public Purchase; being logged and tracked within the system. If such confirmation is not received, the Vendor may be deemed non-responsive. Interpretations, corrections, or changes made in any other manner will not be binding, and Vendors shall not rely upon such interpretations, corrections, and changes. No answers to questions or addenda will be issued later than seven (7) business days prior to the submission deadline, except an addendum withdrawing the proposal or one which includes postponement of the submission deadline.

Correction of RFP Documents: Upon examination of the solicitation, Vendors shall promptly notify the RFP Facilitator of any ambiguity, inconsistency or error, which they may discover. Any

notification of ambiguity, corrections and/or requests for interpretation must be submitted, no later than seven (7) business days prior to the solicitation submission deadline. Interpretations, corrections, and changes to the documents will be made either by answers or an addendum.

Late Submittals: Submittals will not be allowed to be submitted or uploaded after the due date and time set by CPC. It is the respondent's responsibility to ensure that submittals are received by the due date and time listed.

Modifications or Withdrawal of a Proposal: A proposal may not be modified, withdrawn or canceled by the Vendor for a period of one hundred twenty (120) days following the submission deadline of the proposal, as each Vendor so agrees in submitting a proposal. Prior to the submission deadline, any proposal submitted may be modified or withdrawn within Public Purchase. Withdrawn proposals may be resubmitted within Public Purchase prior to the submission deadline provided that they are in full conformance with this solicitation.

Rejection of Any or All Proposals: CPC reserves the right to reject any, and all bids/proposals, to waive any informality, or to accept/reject any items listed in the pricing schedule in the best interest of CPC and its participating agencies.

Opening of Proposals (Opening Record): Proposals that have been submitted on time will be opened after the submission deadline. An opening record of the proposals received will be made available.

IX. Solicitation Terms and Conditions

Performance Bond (*for construction and/or installation related projects*): As defined by state statute, performance bonds will be required on all projects valued great than:

1. One hundred seventy-five thousand dollars (\$175,000) or more in Minnesota;
2. Fifty thousand dollars (\$50,000) or more for educational agencies and two hundred thousand (\$200,000) or more for municipalities in North Dakota;
3. One hundred thousand dollars (\$100,000) or more for public improvement in South Dakota;
- or
4. Otherwise requested by the participating agency.

All performance bonds will be issued by a corporate surety authorized to do business in the state in which the work will be conducted and by a surety listed in the US Treasury Circular 570. Performance bonds will be posted by the Vendor and submitted to the specific participating agency for the assigned project. Should the contract be the result of a piggyback agreement, performance bonds will reflect each state's bonding requirements.

The Vendor will execute a performance bond in an amount equal to one hundred percent (100%) of the value specified in the contract between the participating agency and the Vendor unless the participating agency requires less to be posted. This bond will protect all persons supplying labor and material to the Vendor for the performance of the work provided in the contract. Subcontractors who may work on the contract may have to provide the Vendor with a performance bond. If the contract price increases after the bond is provided, the participating agency may consider obtaining additional bonds from the Vendor.

The Vendor will deliver the performance bond to the eligible participating agency at the time the contract is executed between the agency and the Vendor. Work will not commence between the Vendor and the eligible participating agency until the performance bond is received by the participating agency and a copy has been sent to CPC via email (info@purchasingconnection.org). The Vendor will be responsible for providing CPC with a copy of all contracts and bonds in accordance

with CPC purchasing procedures. Should the Vendor fail to satisfactorily perform the contract, the bonding company that provided the performance bond will be required to pay the dollar amount of the bond to the participating agency.

It is the Vendor's responsibility to ensure that they can obtain the required bonding for all construction products based on an awarded contract arising from this solicitation. Payment will not be issued for any project for which the required bonds have not been received.

With said construction-based project, the participating agency may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this solicitation and resulting Master Contract Agreement (i.e. project timeline, completion dates, progress payments, delivery requirements, invoice requirements, etc.). Any supplemental agreement developed because of the Master Agreement is exclusively between the Supplier and the participating agency. CPC, its agents, members, and employees shall not be a party to any claim for breach of such agreement.

Certificate of Insurance: The Vendor must purchase, maintain and provide certification from the insurer for minimal coverage during the life of an awarded contract, to include, but not limited to, comprehensive public and/or commercial liability, errors and omissions, workman's compensation, unemployment, and other insurance coverage required by and applicable to each of CPC's individual state's statutes and federal laws which proposed products and services will be offered and provided. The Vendor must provide a Certificate of Insurance (COI) from the issuing company or their authorized agent, identifying the coverage required below and identifying CPC as a "Certificate Holder". Any required insurance that is canceled before the expiration date of the contract agreement, the issuing company will send immediate notice to CPC. COIs must be updated and sent electronically to CPC upon coverage renewal. The Vendor must meet the following, minimum coverage requirements:

1. Commercial General Liability: \$1,000,000 each occurrence, \$500,000 annual aggregate
2. Automobile Liability: \$1,000,000 each occurrence
3. Workers Compensation: \$100,000

CPC reserves the right to consider and accept alternate forms and plans of insurance or to require additional or more extensive coverage for any individual requirement. **The Vendor must provide the COI with their submission.**

Binding Contract: A response to this solicitation is an offer to contract with CPC based upon the terms, conditions, the scope of work, and specifications contained in the solicitation. The Vendor acknowledges that the Contract Offer and Award binds the party to all terms and conditions stated in the proposal.

Notification of Intent to Award: An award notification will be made as outlined in the Timeline. The actual award is subject to approval by the CPC Board of Directors and the successful negotiation of a mutually acceptable Master Contract Agreement.

Contract Term: The term of the contract resulting from this RFP will be from July 1, 2024, through June 30, 2026. The contract may be extended for one (1) additional 24-month period, based on successful performance. CPC may grant an extension under certain criteria and conditions. CPC evaluates and reviews all contract agreements. CPC has established a set of performance criteria that will be used in the Vendor evaluation. Performance criteria will include:

1. Contract start-up and communication
2. Partnership responsiveness with CPC
3. Participating agencies evaluation(s)
4. Volume, sales, and competitiveness
5. Marketing

Questions for Bid RFP #24.10 - Sound Amplification Solutions



Question #1

Technical Specifications, B.2. Regarding the required electronic catalogue. Can you clarify if this is an online catalogue for purchasers to view, or is it required that purchasers can select and purchase via the "online catalogue"?

Answers

It is intended for purchasers to only view.

[Archive](#)

May 13, 2024 10:44:38 AM CDT

By: Lightspeed Technologies, Inc. - Lightspeed

May 13, 2024 2:44:43 PM CDT

By: mmattson1

Question #2

General: This bid has heavy narrative requirements. We request a one week extension to the due date.

Answers

The due date will remain 10:00 a.m., June 5, 2024.

[Archive](#)

May 13, 2024 10:45:50 AM CDT

By: Lightspeed Technologies, Inc. - Lightspeed

May 13, 2024 2:39:20 PM CDT

By: mmattson1

Question #3

Pricing sheet: Our contract pricing is rounded to the dollar. The worksheet provided calculated to the penny (aka two decimal places). In other bid situations we have been permitted to submit to the penny pricing but then update to rounded to the dollar after award. Is this possible with your bid?

Answers

The worksheet is constructed to calculate two decimal places in order to accommodate how different vendors price product. You may submit pricing that is rounded to the nearest dollar.

[Archive](#)

May 13, 2024 10:47:40 AM CDT

By: Lightspeed Technologies, Inc. - Lightspeed

May 13, 2024 3:05:49 PM CDT

By: alohse

Question #4

General: Do you want descriptive literature with our submittal?

Answers

Descriptive literature is not required for submittal. A vendor may include materials if desired.

[Archive](#)

May 13, 2024 11:43:41 AM CDT

By: Lightspeed Technologies, Inc. - Lightspeed

May 13, 2024 2:30:53 PM CDT

By: mmattson1

[View Bid](#)

Customer Support: agency-support@publicpurchase.com | Copyright 1999-2024 © | The Public Group, LLC. All rights reserved.

The Public | Group^{es}

From: [Public Purchase](#)
To: [Amy Lohse](#)
Subject: [External]Public Purchase - RFP #24.10 - Sound Amplification Solutions Closed Notification
Date: Wednesday, June 5, 2024 10:00:06 AM

Amy Lohse:

The bid RFP #24.10 - Sound Amplification Solutions has closed on Jun 5, 2024 10:00:00 AM CDT

To see more details on this bid go to

<http://www.publicpurchase.com/gems/bid/bidView?bidId=187422>

Thank you for using Public Purchase.

MK= XffzI2fHGAXaWwYriJE7GQ==

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Notifications Report

Agency

Cooperative Purchasing Connection

Bid Number

187422

Bid Title

Sound Amplification Solutions

Vendor Name	State	Invitation	Date	Email	Reason
9 TO 5 COMPUTER SUPPLY DIST., INC.	FL	Classification	2024-05-08 08:20:39	richardraab@9to5computer.co	Bid Notification
ACE Educational Supplies	FL	Classification	2024-05-08 08:20:39	bids@ACEeducational.com	Bid Notification
Adorama, Inc.	NY	Classification	2024-05-08 08:20:39	biddept@adorama.com	Bid Notification
Advantage Imaging Supply, Inc	CA	Classification	2024-05-08 08:20:39	jamesr@aisink.com	Bid Notification
Affinitech Inc	MN	Classification	2024-05-08 08:20:39	online@affinitechinc.com	Bid Notification
Affinitech Inc	MN	Classification	2024-05-13 13:30:53	online@affinitechinc.com	Bid Answer
Affinitech Inc	MN	Classification	2024-05-13 13:39:20	online@affinitechinc.com	Bid Answer
Affinitech Inc	MN	Classification	2024-05-13 13:44:44	online@affinitechinc.com	Bid Answer
Affinitech Inc	MN	Classification	2024-05-13 14:05:49	online@affinitechinc.com	Bid Answer
AGiRepair/AGParts Education (AssetGenie, Inc.)	PA	Classification	2024-05-08 08:20:39	bids@assetgenie.com	Bid Notification
Alamo Music Center, Inc.	TX	Classification	2024-05-08 08:20:39	schoolbids@alamomusic.com	Bid Notification
Alamo Music Center, Inc.	TX	Classification	2024-05-13 13:30:53	schoolbids@alamomusic.com	Bid Answer
Alamo Music Center, Inc.	TX	Classification	2024-05-13 13:39:20	schoolbids@alamomusic.com	Bid Answer
Alamo Music Center, Inc.	TX	Classification	2024-05-13 13:44:44	schoolbids@alamomusic.com	Bid Answer
Alamo Music Center, Inc.	TX	Classification	2024-05-13 14:05:49	schoolbids@alamomusic.com	Bid Answer
American Eagle Inc.	MI	Classification	2024-05-08 08:20:39	bids@teachersdiscovery.com	Bid Notification
Anchorage Medical Equipment & Supplies, LLC	TX	Classification	2024-05-08 08:20:39	dgriffin@anchoragemedicalsup	Bid Notification
Andrea Communications LLC	NY	Classification	2024-05-08 08:20:39	cgarafola@andreacommunica	Bid Notification
Apogee Components, Inc.	CO	Classification	2024-05-08 08:20:39	purchaseorders@apogeerocke	Bid Notification
ASI Associates	MI	Classification	2024-05-08 08:20:39	collin@arborsci.com	Bid Notification
Ask IT Consulting Inc.	NY	Self Invited	2024-05-13 13:30:53	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-05-13 13:39:20	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-05-13 13:44:44	stevewalse85@gmail.com	Bid Answer
Ask IT Consulting Inc.	NY	Self Invited	2024-05-13 14:05:49	stevewalse85@gmail.com	Bid Answer
Audio Enhancement, Inc.	UT	Classification	2024-05-08 08:20:39	cheryl.burckhard@audioenhan	Bid Notification
Audio Enhancement, Inc.	UT	Classification	2024-05-13 13:30:53	cheryl.burckhard@audioenhan	Bid Answer
Audio Enhancement, Inc.	UT	Classification	2024-05-13 13:39:20	cheryl.burckhard@audioenhan	Bid Answer
Audio Enhancement, Inc.	UT	Classification	2024-05-13 13:44:44	cheryl.burckhard@audioenhan	Bid Answer
Audio Enhancement, Inc.	UT	Classification	2024-05-13 14:05:49	cheryl.burckhard@audioenhan	Bid Answer
Audio Resource Group	ND	Classification	2024-05-08 08:20:39	vendor-reg@argaudio.com	Bid Notification
AUDIO VISUAL AIDS CORP	TX	Classification	2024-05-08 08:20:39	avacorp@audiovisualaids.com	Bid Notification
AVES AUDIO VISUAL SYSTEMS, INC.	TX	Classification	2024-05-08 08:20:39	sales@avesav.com	Bid Notification
Avidex Industries, L.L.C.	NC	Classification	2024-05-08 08:20:39	Steven.gleiter@avidex.com	Bid Notification
Avidex Industries, L.L.C.	NC	Classification	2024-05-13 13:30:53	Steven.gleiter@avidex.com	Bid Answer
Avidex Industries, L.L.C.	NC	Classification	2024-05-13 13:39:20	Steven.gleiter@avidex.com	Bid Answer
Avidex Industries, L.L.C.	NC	Classification	2024-05-13 13:44:44	Steven.gleiter@avidex.com	Bid Answer
Avidex Industries, L.L.C.	NC	Classification	2024-05-13 14:05:49	Steven.gleiter@avidex.com	Bid Answer
B & H Foto & Electronics Corp.	NY	Classification	2024-05-08 08:20:39	govedbids@bhphotovideo.com	Bid Notification
Best Buy For Business	MN	Classification	2024-05-08 08:20:39	brian.quinlan2@bestbuy.com	Bid Notification
Best Buy Stores, L.P.	MN	Classification	2024-05-08 08:20:39	bbfbcontracts@bestbuy.com	Bid Notification
Best Buy Stores, LP.	MN	Classification	2024-05-08 08:20:39	govbids@bestbuy.com	Bid Notification
Beyond Play LLC	CA	Classification	2024-05-08 08:20:39	custserv@beyondplay.com	Bid Notification
Brodart Co.	PA	Classification	2024-05-08 08:20:39	bookbids@brodart.com	Bid Notification
C&H Government	WI	Classification	2024-05-08 08:20:39	smakovec@chdist.com	Bid Notification
C.A.T. Ilc How Reading Works	MN	Classification	2024-05-08 08:20:39	lizzie@howreadingworks.com	Bid Notification
C2 Imaging LLC	MN	Classification	2024-05-08 08:20:39	sales@getvisualz.com	Bid Notification
Cadan Computers	MN	Classification	2024-05-08 08:20:39	sales@cadan.com	Bid Notification
Cardinal Electronics, Inc.	IL	Classification	2024-05-08 08:20:39	bob@cardinalelec.com	Bid Notification
Carolina Biological Supply	NC	Classification	2024-05-08 08:20:39	quotations@carolina.com	Bid Notification
CJIS GROUP LLC	FL	Classification	2024-05-08 08:20:39	region1@cjisgroup.com	Bid Notification
CJIS GROUP LLC	FL	Classification	2024-05-13 13:30:53	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2024-05-13 13:39:20	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2024-05-13 13:44:44	region1@cjisgroup.com	Bid Answer
CJIS GROUP LLC	FL	Classification	2024-05-13 14:05:49	region1@cjisgroup.com	Bid Answer
Coast to Coast Computer Products	CA	Classification	2024-05-08 08:20:39	melissa@coastcoast.com	Bid Notification

CommTech Inc.	SD	Classification	2024-05-08 08:20:39	chris@commtechplus.com	Bid Notification
Compulocks Brand, Inc.	TX	Classification	2024-05-08 08:20:39	chad@compulocks.com	Bid Notification
CompView	MN	Classification	2024-05-08 08:20:39	dfoley@compview.com	Bid Notification
CONSTRUCTIVE PLAYTHINGS	MO	Classification	2024-05-08 08:20:39	bids@constructiveplaythings.com	Bid Notification
Daktronics, Inc.	SD	Classification	2024-05-08 08:20:39	constructionmarketing.group@	Bid Notification
DMB Academics	IL	Classification	2024-05-08 08:20:39	diane@dmbacademics.com	Bid Notification
DREAMBOX LEARNING INC	WA	Classification	2024-05-08 08:20:39	bids@dreambox.com	Bid Notification
DrumFIT USA Corporation	TX	Classification	2024-05-08 08:20:39	rfp@drum.fit	Bid Notification
EARLYCHILDHOOD LLC	CA	Classification	2024-05-08 08:20:39	BIDS@Discountschoolsupply.com	Bid Notification
East West Discovery Press	CA	Classification	2024-05-08 08:20:39	icy@eastwestdiscovery.com	Bid Notification
Education Supply Network, Inc.	MD	Classification	2024-05-08 08:20:39	ceo@education-supply.net	Bid Notification
EIDIM Group, Inc dba EIDIM AV Technology	CA	Classification	2024-05-08 08:20:39	estimate@eidim.com	Bid Notification
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-05-13 13:30:53	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-05-13 13:39:20	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-05-13 13:44:44	amy@elitetex.us	Bid Answer
ELITE TEXTILE TRADING LLC	CA	Self Invited	2024-05-13 14:05:49	amy@elitetex.us	Bid Answer
Embark IT, Inc.	IA	Classification	2024-05-08 08:20:39	cfiddelke@embarkit.com	Bid Notification
Encore Data Products, Inc.	CO	Classification	2024-05-08 08:20:39	bids@encoredataproducs.com	Bid Notification
End 2 End Technologies LLC	MN	Classification	2024-05-08 08:20:39	info@e2etechinc.com	Bid Notification
Eric Armin Inc.	NJ	Classification	2024-05-08 08:20:39	sales@eaieducation.com	Bid Notification
ETA hand2mind	IL	Classification	2024-05-08 08:20:39	cvanco@hand2mind.com	Bid Notification
Faith Technologies, Inc.	WI	Classification	2024-05-08 08:20:39	jeremiah.boughton@faithtech.com	Bid Notification
Fat Brain Holdings	NE	Classification	2024-05-08 08:20:39	becky@fatbraintoy.com	Bid Notification
Fat Brain Toys	NE	Classification	2024-05-08 08:20:39	justin@fatbraintoyco.com	Bid Notification
Fomcore, LLC	MI	Classification	2024-05-08 08:20:39	fomcore@ironfurnace.com	Bid Notification
Frog Publications, Inc.	FL	Classification	2024-05-08 08:20:39	bids@frog.com	Bid Notification
GHA Technologies, Inc.	PA	Classification	2024-05-08 08:20:39	linda.schalles@gha-associates.com	Bid Notification
GLOBAL DISCOUNT CONNECTION	IL	Classification	2024-05-08 08:20:39	jade@globaldiscountconnection.com	Bid Notification
Global Equipment Company, Inc.	GA	Classification	2024-05-08 08:20:39	bgarrett@globalindustrial.com	Bid Notification
Graybar	MN	Classification	2024-05-08 08:20:39	Peter.Hynes@Graybar.com	Bid Notification
Grouse Industries	NC	Classification	2024-05-08 08:20:39	kelseyhicks@1firefold.com	Bid Notification
IkweBay LLC	ND	Classification	2024-05-08 08:20:39	kladucer@indigitech.us	Bid Notification
Intelligent Technology Solutions	TX	Classification	2024-05-08 08:20:39	rahmadi@its-itsm.com	Bid Notification
ITsavvy, LLC	IL	Classification	2024-05-08 08:20:39	bfront@itsavvy.com	Bid Notification
Janelle Publications	IL	Classification	2024-05-08 08:20:39	info@janellepublications.com	Bid Notification
Jonti-Craft	MN	Classification	2024-05-08 08:20:39	bids@jonti-craft.com	Bid Notification
K-Log Inc	IL	Classification	2024-05-08 08:20:39	ebid@k-log.com	Bid Notification
Kaplan Early Learning Company	NC	Classification	2024-05-08 08:20:39	bids@kaplanco.com	Bid Notification
Lakeshore Learning Materials, LLC	CA	Classification	2024-05-08 08:20:39	BIDDEPT@LAKESHORELEARNING.COM	Bid Notification
Lerner Publishing Group	MN	Classification	2024-05-08 08:20:39	salesadmin@lernerbooks.com	Bid Notification
Lifeline Audio Video Technologies	WI	Classification	2024-05-08 08:20:39	don@lifelineav.com	Bid Notification
Lightspeed Technologies, Inc.	OR	Classification	2024-05-08 08:20:39	lsbids@lightspeed-tek.com	Bid Notification
Lightspeed Technologies, Inc.	OR	Classification	2024-05-13 13:30:53	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-05-13 13:39:20	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-05-13 13:44:43	lsbids@lightspeed-tek.com	Bid Answer
Lightspeed Technologies, Inc.	OR	Classification	2024-05-13 14:05:49	lsbids@lightspeed-tek.com	Bid Answer
Low Voltage Integrators LLC	WY	Classification	2024-05-08 08:20:39	adrian@lvillc.net	Bid Notification
M&A Technology	TX	Classification	2024-05-08 08:20:39	dcooper@macomp.com	Bid Notification
Marco Technologies, LLC	MN	Classification	2024-05-08 08:20:39	terri.brakke@marconet.com	Bid Notification
Marco Technologies, LLC	MN	Classification	2024-05-13 13:30:53	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Classification	2024-05-13 13:39:20	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Classification	2024-05-13 13:44:44	terri.brakke@marconet.com	Bid Answer
Marco Technologies, LLC	MN	Classification	2024-05-13 14:05:49	terri.brakke@marconet.com	Bid Answer
MaxiAids, Inc.	NY	Classification	2024-05-08 08:20:39	bids@maxiaids.com	Bid Notification
MCD Solutions Inc.	MN	Classification	2024-05-08 08:20:39	jlee@mcdsolutions.biz	Bid Notification
Mechdyne corp	IA	Classification	2024-05-08 08:20:39	ian.hamilton@mechdyne.com	Bid Notification
Midwest Sound and Lighting, Inc.	NE	Classification	2024-05-08 08:20:39	chriss@mwsound.com	Bid Notification
MT Library Services Inc. dba Junior Library Guild	OH	Classification	2024-05-08 08:20:39	jlgbids@juniorlibraryguild.com	Bid Notification
Nasco Education LLC	WI	Classification	2024-05-08 08:20:39	bids@nascoeducation.com	Bid Notification
National Educational Systems, Inc	TX	Classification	2024-05-08 08:20:39	customerservice@shopnes.com	Bid Notification
NATIONAL SCHOOL PRODUCTS (JOHN C NOBLE)	TN	Classification	2024-05-08 08:20:39	amye@NATIONALSCHOOLPRODUCTS.COM	Bid Notification
National Tower Controls, LLC	SD	Classification	2024-05-08 08:20:39	jlove@ancoholdings.com	Bid Notification
National Tower Controls, LLC	SD	Classification	2024-05-13 13:30:53	jlove@ancoholdings.com	Bid Answer

National Tower Controls, LLC	SD	Classification	2024-05-13 13:39:20	jlove@ancoholdings.com	Bid Answer
National Tower Controls, LLC	SD	Classification	2024-05-13 13:44:44	jlove@ancoholdings.com	Bid Answer
National Tower Controls, LLC	SD	Classification	2024-05-13 14:05:49	jlove@ancoholdings.com	Bid Answer
Newline Interactive	TX	Classification	2024-05-08 08:20:39	kkeni@newline-interactive.com	Bid Notification
NOVEL ELECTRONIC DESIGNS, INC	IL	Classification	2024-05-08 08:20:39	durwin@BuzzerSystems.com	Bid Notification
ORIGO Education, Inc	MO	Classification	2024-05-08 08:20:39	adoption@origomath.com	Bid Notification
Pacific OneSource	CA	Classification	2024-05-08 08:20:39	matt.jenkins@schooltechsuppl	Bid Notification
Pala Supply Company, Inc	TX	Classification	2024-05-08 08:20:39	larry@schoolsupplypacks.com	Bid Notification
PCMG, Inc.	VA	Classification	2024-05-08 08:20:39	sledbids@pcmg.com	Bid Notification
Pierson Wireless	NE	Classification	2024-05-08 08:20:39	solutions@piersonwireless.co	Bid Notification
Pitsco Education LLC	KS	Classification	2024-05-08 08:20:39	bids@pitsco.com	Bid Notification
Pocket Full of Therapy	NJ	Classification	2024-05-08 08:20:39	orders@pfot.com	Bid Notification
Primary Concepts	CA	Classification	2024-05-08 08:20:39	teresa@primaryconcepts.com	Bid Notification
Prime Educational Products, LLC	OH	Classification	2024-05-08 08:20:39	info@geyerinstructional.com	Bid Notification
Prime Educational Products, LLC	OH	Classification	2024-05-13 13:30:53	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-05-13 13:39:20	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-05-13 13:44:44	info@geyerinstructional.com	Bid Answer
Prime Educational Products, LLC	OH	Classification	2024-05-13 14:05:49	info@geyerinstructional.com	Bid Answer
Pro Sound, Inc. - dba, Pro Sound & Video	FL	Classification	2024-05-08 08:20:39	rhill@prosound.net	Bid Notification
Prophet Corporation	MN	Classification	2024-05-08 08:20:39	alishakriege@pwap.com	Bid Notification
Pyramid Paper Company	FL	Classification	2024-05-08 08:20:39	biddept@pyramidsp.com	Bid Notification
Realityworks	WI	Classification	2024-05-08 08:20:39	information@realityworks.com	Bid Notification
REALLY GOOD STUFF	CT	Classification	2024-05-08 08:20:39	bidsupport@reallygoodstuff.co	Bid Notification
Refurble	IL	Classification	2024-05-08 08:20:39	mike@refurble.com	Bid Notification
Renaissance Learning, Inc.	WI	Classification	2024-05-08 08:20:39	askproposals@renaissance.co	Bid Notification
Royal Media Network	MD	Classification	2024-05-08 08:20:39	arish@royalimagingsolutions.c	Bid Notification
Russell Carroll Manufacturing, Inc.	NC	Classification	2024-05-08 08:20:39	visit@russwoodnow.com	Bid Notification
RYE Consulting	IL	Classification	2024-05-08 08:20:39	Sourcing@ryeconsult.com	Bid Notification
Saddleback Educational, Inc.	CA	Classification	2024-05-08 08:20:39	bids@sdlback.com	Bid Notification
SAFETY SUPPLY INC	TX	Classification	2024-05-08 08:20:39	shelley@SAFETYSUPPLYINC	Bid Notification
School Specialty LLC	WI	Classification	2024-05-08 08:20:39	bidnotices@schoolspecialty.co	Bid Notification
School Wholesale Supplies LLC	TN	Self Invited	2024-05-13 13:30:53	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-05-13 13:39:20	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-05-13 13:44:44	jpdas@eii-usa.com	Bid Answer
School Wholesale Supplies LLC	TN	Self Invited	2024-05-13 14:05:49	jpdas@eii-usa.com	Bid Answer
SOLOTECH SALES & INTEGRATION	FL	Classification	2024-05-08 08:20:39	jon.evans@solotech.com	Bid Notification
Sound Productions, Inc.	TX	Classification	2024-05-08 08:20:39	bids@soundpro.com	Bid Notification
Sound Productions, Inc.	TX	Classification	2024-05-13 13:30:53	bids@soundpro.com	Bid Answer
Sound Productions, Inc.	TX	Classification	2024-05-13 13:39:20	bids@soundpro.com	Bid Answer
Sound Productions, Inc.	TX	Classification	2024-05-13 13:44:44	bids@soundpro.com	Bid Answer
Sound Productions, Inc.	TX	Classification	2024-05-13 14:05:49	bids@soundpro.com	Bid Answer
Southern Science Supply	TX	Classification	2024-05-08 08:20:39	carol@southernsciencesupply	Bid Notification
SpecialNeedsWare, Inc	NJ	Classification	2024-05-08 08:20:39	jeffstillman@onedr.com	Bid Notification
Sticha Brothers LTD	WI	Classification	2024-05-08 08:20:39	george@sosonic.com	Bid Notification
Sunburst Digital	IL	Classification	2024-05-08 08:20:39	bids@sunburst.com	Bid Notification
Sunset Survival & First Aid, Inc.	CA	Classification	2024-05-08 08:20:39	info@sunsetssurvival.com	Bid Notification
Superior Access Solutions	MN	Classification	2024-05-08 08:20:39	govsales@sa-solutions.com	Bid Notification
Sweet Pipes, LLC	FL	Classification	2024-05-08 08:20:39	sales@sweetpipes.com	Bid Notification
Tech Check, LLC	MN	Classification	2024-05-08 08:20:39	granth@techcheckusa.com	Bid Notification
Technology Eduction Concepts, Inc.	NH	Classification	2024-05-08 08:20:39	sales@tecedu.com	Bid Notification
Teltex, Inc.	MO	Classification	2024-05-08 08:20:39	jeff@teltex.com	Bid Notification
Teltex, Inc.	MO	Classification	2024-05-13 13:30:53	jeff@teltex.com	Bid Answer
Teltex, Inc.	MO	Classification	2024-05-13 13:39:20	jeff@teltex.com	Bid Answer
Teltex, Inc.	MO	Classification	2024-05-13 13:44:44	jeff@teltex.com	Bid Answer
Teltex, Inc.	MO	Classification	2024-05-13 14:05:49	jeff@teltex.com	Bid Answer
The Educational Outback	AK	Classification	2024-05-08 08:20:39	educationaloutback@yahoo.co	Bid Notification
The J Paul Company	TX	Classification	2024-05-08 08:20:39	Lindsay@jpaulco.com	Bid Notification
The Library Store, Inc.	IL	Classification	2024-05-08 08:20:39	districtbids@thelibrarystore.co	Bid Notification
Theatrical Media Services, Inc	NE	Classification	2024-05-08 08:20:39	pfranks@tmsomaha.com	Bid Notification
Therapro, Inc.	MA	Classification	2024-05-08 08:20:39	kcotr@therapro.com	Bid Notification
Tierney Brothers	MN	Classification	2024-05-08 08:20:39	melissaspears@tierneybrother	Bid Notification
Tierney Brothers Inc.	MN	Classification	2024-05-08 08:20:39	missyjohnson@tierneybrothers	Bid Notification
Tower Products INC dba Markertek	NY	Classification	2024-05-08 08:20:39	edusales@markertek.com	Bid Notification

Tri State Camera	NY	Classification	2024-05-08 08:20:39	shmayaf@tristatecamera.com	Bid Notification
Troxell Communications, Inc.	AZ	Classification	2024-05-08 08:20:39	joe.desola@trox.com	Bid Notification
Troxell Communications, Inc.	PA	Self Invited	2024-05-13 13:30:53	michelle.cutting@trox.com	Bid Answer
Troxell Communications, Inc.	PA	Self Invited	2024-05-13 13:39:20	michelle.cutting@trox.com	Bid Answer
Troxell Communications, Inc.	PA	Self Invited	2024-05-13 13:44:44	michelle.cutting@trox.com	Bid Answer
Troxell Communications, Inc.	PA	Self Invited	2024-05-13 14:05:49	michelle.cutting@trox.com	Bid Answer
True North Consulting Group, LLC	TX	Classification	2024-05-08 08:20:39	sales@tncg.com	Bid Notification
TWA, dba Digital Video Midwest	KS	Classification	2024-05-08 08:20:39	info@digitalvideomidwest.com	Bid Notification
Twotrees Technologies, L.L.C.	KS	Classification	2024-05-08 08:20:39	ssmith@twotrees.com	Bid Notification
Ultra Inc	SD	Classification	2024-05-08 08:20:39	gcornell@connectingpoint.biz	Bid Notification
Ultra Inc	SD	Classification	2024-05-13 13:30:53	gcornell@connectingpoint.biz	Bid Answer
Ultra Inc	SD	Classification	2024-05-13 13:39:20	gcornell@connectingpoint.biz	Bid Answer
Ultra Inc	SD	Classification	2024-05-13 13:44:44	gcornell@connectingpoint.biz	Bid Answer
Ultra Inc	SD	Classification	2024-05-13 14:05:49	gcornell@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2024-05-08 08:20:39	tschatz@connectingpoint.biz	Bid Notification
Ultra Inc.	ND	Classification	2024-05-13 13:30:53	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2024-05-13 13:39:20	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2024-05-13 13:44:44	tschatz@connectingpoint.biz	Bid Answer
Ultra Inc.	ND	Classification	2024-05-13 14:05:49	tschatz@connectingpoint.biz	Bid Answer
Unipak Corp.	NJ	Classification	2024-05-08 08:20:39	customercare@unipakcorp.net	Bid Notification
VSA, Inc.	NE	Classification	2024-05-08 08:20:39	kent@vsa1.com	Bid Notification
VSA, Inc.	NE	Classification	2024-05-08 08:20:39	lora@vsa1.com	Bid Notification
VSA, Inc.	NE	Classification	2024-05-08 08:20:39	andrea@vsa1.com	Bid Notification
VSA, Inc.	NE	Classification	2024-05-13 13:30:53	kent@vsa1.com	Bid Answer
VSA, Inc.	NE	Classification	2024-05-13 13:39:20	kent@vsa1.com	Bid Answer
VSA, Inc.	NE	Classification	2024-05-13 13:44:44	kent@vsa1.com	Bid Answer
VSA, Inc.	NE	Classification	2024-05-13 14:05:49	kent@vsa1.com	Bid Answer
WASHINGTON MUSIC SALES CENTER, INC.	MD	Classification	2024-05-08 08:20:39	bids@chucklevins.com	Bid Notification
WASHINGTON MUSIC SALES CENTER, INC.	MD	Classification	2024-05-13 13:30:53	bids@chucklevins.com	Bid Answer
WASHINGTON MUSIC SALES CENTER, INC.	MD	Classification	2024-05-13 13:39:20	bids@chucklevins.com	Bid Answer
WASHINGTON MUSIC SALES CENTER, INC.	MD	Classification	2024-05-13 13:44:44	bids@chucklevins.com	Bid Answer
WASHINGTON MUSIC SALES CENTER, INC.	MD	Classification	2024-05-13 14:05:49	bids@chucklevins.com	Bid Answer
WDM, Inc.	NC	Classification	2024-05-08 08:20:39	sales@buywooddesigns.com	Bid Notification
Wenger Corporation	MN	Classification	2024-05-08 08:20:39	julie.webber@wengercorp.com	Bid Notification
Westlake Pro	CA	Classification	2024-05-08 08:20:39	jeffp@westlakepro.com	Bid Notification

Access Report

Agency Cooperative Purchasing Connection
 Bid Number 24.10
 Bid Title Sound Amplification Solutions

Vendor Name	Accessed First Time	Most Recent Access	Documents	Most Recent Response Date
Teltex, Inc.	2024-05-08 09:32 AM CDT	2024-05-08 09:33 AM CDT		
School Wholesale Supplies LLC	2024-05-09 11:35 PM CDT	2024-05-14 01:59 AM CDT		
			Part 5 RFP #24.10 - Pricing Schedule.xlsx Part 4 RFP #24.10 - Vendor Forms & Signatures.pdf Part 3 RFP# 24.10 - Vendor Questionnaire.docx Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 1 RFP #24.10 - Sound Amplification Solutions.pdf	
Twotrees Technologies, L.L.C.	2024-05-14 09:32 AM CDT	2024-05-14 09:37 AM CDT		
CompView	2024-05-20 05:01 PM CDT	2024-05-20 05:01 PM CDT		
EIDIM Group, Inc dba EIDIM AV Technology	2024-05-24 04:49 PM CDT	2024-05-24 04:49 PM CDT		
			Part 4 RFP #24.10 - Vendor Forms & Signatures.pdf Part 3 RFP# 24.10 - Vendor Questionnaire.docx Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 1 RFP #24.10 - Sound Amplification Solutions.pdf	
AVES AUDIO VISUAL SYSTEMS, INC.	2024-05-15 09:08 AM CDT	2024-05-15 09:13 AM CDT		
			Part 4 RFP #24.10 - Vendor Forms & Signatures.pdf Part 3 RFP# 24.10 - Vendor Questionnaire.docx Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 1 RFP #24.10 - Sound Amplification Solutions.pdf	
ELITE TEXTILE TRADING LLC	2024-05-08 11:13 AM CDT	2024-06-05 07:01 AM CDT		
			Solutions.pdf Part 5 RFP #24.10 - Pricing Schedule.xlsx	
Affinitech Inc	2024-05-08 09:27 AM CDT	2024-05-08 09:28 AM CDT		
AUDIO VISUAL AIDS CORP	2024-05-08 01:01 PM CDT	2024-05-08 01:01 PM CDT		
			Part 3 RFP# 24.10 - Vendor Questionnaire.docx Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 1 RFP #24.10 - Sound Amplification Solutions.pdf	
Marco Technologies, LLC	2024-05-08 09:22 AM CDT	2024-06-04 02:07 PM CDT		2024-06-04 02:00 PM CDT
National Tower Controls, LLC	2024-05-08 09:22 AM CDT	2024-05-08 09:23 AM CDT		
Alamo Music Center, Inc.	2024-05-08 10:20 AM CDT	2024-05-08 10:28 AM CDT		

Avidex Industries, L.L.C.	2024-05-08 09:49 AM CDT	2024-05-08 11:07 AM CDT	Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 5 RFP #24.10 - Pricing Schedule.xlsx Part 1 RFP #24.10 - Sound Amplification	
Ultra Inc.	2024-05-09 08:20 AM CDT	2024-05-20 11:58 AM CDT		
Ultra, Inc.	2024-05-13 01:30 PM CDT	2024-05-14 01:02 PM CDT		
B & H Foto & Electronics Corp.	2024-05-08 09:42 AM CDT	2024-05-08 09:42 AM CDT		
Ask IT Consulting Inc.	2024-05-09 05:04 AM CDT	2024-05-09 05:13 AM CDT	Part 5 RFP #24.10 - Pricing Schedule.xlsx Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 3 RFP# 24.10 - Vendor Questionnaire.docx Part 1 RFP #24.10 - Sound Amplification Solutions.pdf	
Onvia	2024-05-15 03:25 PM CDT	2024-05-15 03:26 PM CDT	Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 1 RFP #24.10 - Sound Amplification Solutions.pdf	
WASHINGTON MUSIC SALES CENTER, INC.	2024-05-08 09:35 AM CDT	2024-05-08 09:38 AM CDT	Part 1 RFP #24.10 - Sound Amplification Solutions.pdf	
Sound Productions, Inc.	2024-05-13 01:58 PM CDT	2024-05-13 02:01 PM CDT	Solutions.pdf	
Dodge Data & Analytics	2024-05-08 11:24 PM CDT	2024-07-05 02:05 AM CDT		
Ultra Inc	2024-05-09 01:26 PM CDT	2024-05-09 01:32 PM CDT	Part 3 RFP# 24.10 - Vendor Questionnaire.docx Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 1 RFP #24.10 - Sound Amplification	
Midwest Sound and Lighting, Inc.	2024-05-22 04:35 PM CDT	2024-05-22 04:35 PM CDT		
VSA, Inc.	2024-05-08 09:21 AM CDT	2024-05-08 09:22 AM CDT	Solutions.pdf	
Lightspeed Technologies, Inc.	2024-05-08 09:22 AM CDT	2024-06-06 02:12 PM CDT	Part 3 RFP# 24.10 - Vendor Questionnaire.docx Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 1 RFP #24.10 - Sound Amplification Solutions.pdf	2024-06-04 01:24 PM CDT
Affinitech Inc	2024-05-29 03:36 PM CDT	2024-05-29 03:38 PM CDT	Part 5 RFP #24.10 - Pricing Schedule.xlsx Part 4 RFP #24.10 - Vendor Forms & Signatures.pdf Part 3 RFP# 24.10 - Vendor Questionnaire.docx Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 1 RFP #24.10 - Sound Amplification	
Audio Enhancement, Inc.	2024-05-08 09:49 AM CDT	2024-05-13 03:39 PM CDT	Part 3 RFP# 24.10 - Vendor Questionnaire.docx Part 2 RFP #24.10 - General Terms and Conditions.pdf Part 1 RFP #24.10 - Sound Amplification Solutions.pdf	
Pitsco Education LLC	2024-05-08 01:18 PM CDT	2024-05-08 01:20 PM CDT		

Troxell Communications, Inc.	2024-05-12 05:56 PM CDT	2024-05-13 03:16 PM CDT		
			Part 5 RFP #24.10 - Pricing Schedule.xlsx Part 1 RFP #24.10 - Sound Amplification Solutions.pdf	
CJIS GROUP LLC	2024-05-08 09:34 AM CDT	2024-05-08 10:29 AM CDT		
Mechdyne corp	2024-05-08 09:28 AM CDT	2024-05-08 09:28 AM CDT		
Prime Educational Products, LLC	2024-05-08 10:21 AM CDT	2024-05-08 10:23 AM CDT		
Tech Check, LLC	2024-05-31 12:47 AM CDT	2024-05-31 12:52 AM CDT	Solutions.pdf	

Opening Record

#24.10 Sound Amplification Solutions

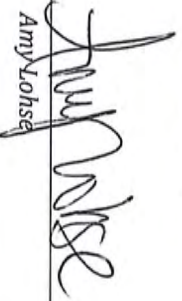
6/5/2024


10:00 a.m.

Request for Proposal

Date

Time


Amy Lohse


Lori Mittelstadt

Company Responding	Lightspeed Technologies, Inc	Marco Technologies, LLC	[Vendor C]	[Vendor D]	[Vendor E]
3 Questionnaire Yes/No	YES	YES			
4 Forms & Signatures Yes/No	YES	YES			
5 Pricing Schedule Yes/No	YES	YES			
6 Certificate of Insurance Yes/No	YES	YES			
Additional Information					
Exhibit A - Marketing Plan Yes/No	N/A	YES			
Business Type Certificate (if applicable) Yes/No	N/A	N/A			
Other	Free Value Added Programs	Additional Information/Brochure			
Moves to Evaluation	Yes	Yes			



Cooperative Purchasing Connection
Tabulation Report RFP #24.10 - Sound Amplification
Solutions
Vendor: Lightspeed Technologies, Inc.

General Comments:

General Attachments: Certificate of Insurance - Lightspeed Technologies.pdf
Free Value Added Programs - Lightspeed Technologies.pdf
Part 3 RFP 24.10 - Vendor Questionnaire - Lightspeed Technologies.pdf
Part 4 RFP 24.10 - Vendor Forms - Signatures - Lightspeed Technologies.pdf
Part 5 RFP 24.10 - Pricing Schedule - Lightspeed Technologies.xlsx

Questionnaire

RFP #24.10 Sound Amplification Solutions

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "**3 Questionnaire – Name of Company**".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Performance Capability](#)
4. [Products, Service & Pricing](#)
5. [Industry Specific Information](#)
6. [Value Add](#)
7. [Exceptions & Deviations](#)

Company Information

Name of Company: Lightspeed Technologies, Inc.

Company Address: 11509 SW Herman Rd

City, State, Zip code: Tualatin, OR 97062

Website: www.lightspeed-tek.com

Provide the following company contacts that will be working with this anticipated contract.

	Name	Email	Phone
General Manager	David Solomon, CEO	LSBIDS@lightspeed-tek.com	800.732.8999
Contract Manager	Michelle Dombek	LSBIDS@lightspeed-tek.com	800.732.8999
Sales Manager	Dan Carter	dan.carter@lightspeed-tek.com	603.475.8439
Marketing Manager	Michelle Dombek	LSBIDS@lightspeed-tek.com	800.732.8999
Customer Service Manager	Chrystal Hutchison	ORDERS@lightspeed-tek.com	800.732.8999
Account Manager(s)	Cathy Bross	cathy.bross@lightspeed-tek.com	651.428.8473

Identify any business types/classifications that your company holds. *Submit documentation in PDF format to verify business status (see submittal checklist).

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
x	Other; list name: No special classifications

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Supplier
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

List any other cooperative or state contracts your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

Lightspeed holds contracts with PEPPM (2026), Buyboard (TX-based, 2024 but recently rebid) and TIPS (TX-based, 2026) that can be used in your region; however all of those contracts are rarely used in the tri-state area.

Historically, this contract was sole awarded and Lightspeed agreed to treat its CPC contract as the default in the tri-state area, and to exclusively promote CPC. This arrangement was a solid win-win for CPC and Lightspeed over the last seventeen years. We understand that based on member needs this contract will not be sole-awarded however the CPC contract remains our go-to contract in the tri-State region. With our long history together and longevity of Lightspeed sales staff, everyone is very familiar with the CPC contract and recommends it to MN, ND and SD customers.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ Yes X _____ No

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Not applicable

Has your company been disbarred and or suspended in doing business within the United States?

_____ **Yes** X **No**

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Not applicable

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Founded in 1990, Lightspeed Technologies manufactures and distributes instructional audio solutions specifically for K-12 school districts. Selling exclusively into that sector for just over 30 years (but happy to sell to other government agencies), our mission is to help every student hear every word. We strengthen the connection between teachers and students by creating instructional audio solutions that provide equal access to learning. We are proudly 100% employee owned and value our reputation for excellent products and outstanding long-term service. Our product focus is on speech intelligibility, ease of installation, ease of use, and communication tools for full class and small group environments. The Redcat, Topcat and 975 systems deliver crystal-clear, highly intelligible sound and easily integrate with rich media. Our Activate system enhances small-group instruction and the Mobile PA provides clear audio in larger spaces in and around the school. Cascadia, our new networked instructional audio platform, integrates directly with leading life-safety, paging and intercom, and phone systems. It provides teachers with all the benefits of instructional audio, plus an easy way to initiate silent, emergency alerts directly from their teacher microphone anywhere across the campus, ensuring safety and support when and where it's needed.

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

Our long-term corporate stability – 30 years in the same sector – is one evidence of viability. Working directly and in partnership with schools to determine current and future needs to inform our product development is another very key way we remain viable. Ten years ago Lightspeed chose to move towards employee ownership in order to maintain our culture and values, which we believe drives much of our success. We were able to complete that process about two years ago. As a result, we will not be sold, merged, acquired or otherwise forced to change our business model in ways that increases profit at the cost of customer service or product quality.

Customer retention is tougher to objectivize though informally we can state it is strong. Our products are hardware warranted for 5 years and often last longer, so that “repeat” customer is many years later. There are many instances of districts doing a very large (500+ unit) implementation over 3-5 years, then immediately starting over to replace the first systems installed with our newest. I personally (Melissa Williams, with Lightspeed 23 years) can think of many districts still buying from us that were customers before my arrival. We are steadily publishing promotional materials featuring district champions and have no shortage of volunteers to draw from for that.

Regarding customer service, we have for years tracked our Net Promoter Score (NPS) which can be used to gauge the loyalty of a company's customer relationships. This is an objective measuring system where customers provide feedback on the service they receive. An NPS greater than 70 is considered as world-class customer service. Lightspeed's score averaged 87 for 2022, 88 for 2023 and 89 for Jan-Mar 2024.

3. Describe the number of agencies your organization, on average, provides sound amplification solutions for each year in CPC's tri-state area of Minnesota, North Dakota and South Dakota?

Average of 217 per year, 2016-2023. This data counts each purchasing site as a separate customer. For example, if 5 schools in one school district each ordered and/or paid separately, that would count as 5 customers.

4. Is your organization able to service all areas within CPC's tri-state area?

 X **Yes** _____ **No**

If NO, explain why your organization is not able to service a particular area and/or state.

Not applicable

5. List the other contracts you have in place that could be accessed by our membership for your products (e.g. other consortiums) in the tri-state area?

Lightspeed holds contracts with PEPPM (PA-based), Buyboard and TIPS (both TX-based) that can be used in your region; however all of those contracts are rarely used in the tri-state area.

6. Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

Due to confidentiality/competitive concerns, we decline to list these. Lightspeed holds more than 50 State, single- and multi-state consortium and individual school district contracts. We have held more than 800 contracts since 2006 when we first hired fulltime Bid & Contract staff and have never failed to fulfill a contract. A great number of those have been successively awarded (such as our contract with CPC since 2008) as we are a known reliable supplier.

7. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from sales of products and/or services that are applicable to the scope of this proposal on an annual basis.

Nearly 100% of our sales are into the K12 Education market. All of our products are within scope of this contract.

8. Describe your experience and sales approach your company will take with participating public agencies.

Lightspeed has 30 years of experience selling to public agencies. Established in 1990, we initially manufactured aviation headsets and later professional wireless microphones for the entertainment industry. In 1994 Lightspeed introduced a line of high-quality classroom audio systems and made a total commitment to improve the learning environment for students. Our full sales focus is K-12 classrooms and approximately 99% of our sales are to that market.

Sales approach: In today's data-driven world, many of our customers are now pre-researching products via our robust website, personal referrals and other self-initiated methods; and are ready to order at the first phone call or email. Other customers would like an Account Executive visit or to talk with staff to answer their questions. We respect and support each style of customer to ensure they receive what they want, in the method they prefer.

We do believe that our strongest "direct marketing tool" is our employee sales force. The majority of our competitors use resellers and use integrators to sell their products. Lightspeed decided many years ago to invest in an employee-based sales force (though we work with resellers and integrators if that is a particular district's trusted provider). This ensures that our products are sold and serviced correctly and full focus on how to best use the products to enhance the learning experience. Our employees spend a substantial amount of time on the road, meeting district and school staff face to face to promote and educate them on our products.

When a customer contacts Lightspeed, our staff invest all the time necessary to ensure the customer is receiving an appropriate product for their application, correctly configured. The customer may contact their local Account Executive, or our Sales Support staff at the corporate office via phone, fax or email, based upon the customer's preference. For those who call HQ, Lightspeed has live Oregon-based employees to answer customer calls from 7:00 a.m. to 7:00 p.m. CST.

Our regular product updates, changes and new releases also provide opportunity to reach out to customers. Lightspeed is known for our rapid product development and regular improvements. Since we introduce new products frequently, we use that opportunity to reach out and ensure our customers are aware of all products available to them so they can make an informed purchasing decision. Our primary channels for this are our website, trade shows and our local Account Executives. When we are visiting customers and prospects, we thoroughly review all of their options and educate them on new product offerings. We also work very proactively with organizations such as yours to make sure the products are available, in accordance with the terms and conditions of the agreement (e.g. product/catalogue updates, as contractually permitted.)

9. Provide any additional information relevant to this section.

Nothing to add.

Provide three (3) references that have purchased products and/or services that are applicable to the scope of this proposal from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

**Reference #1 – Company Name
Service/Product Purchased**

Burnsville Eagan Savage District 191-MN
Topcat Audio Systems District-Wide (400+)

Year of Purchase	2020-2024
Reference Contact	Rachel Gorton
Phone	952.707.2081
Email	rgorton@isd191.org

Reference #2 – Company Name	Fargo Public Schools District 1-SD
Service/Product Purchased	Redcats Audio Systems for all Elementary Classrooms (300+)
Year of Purchase	2021-2024
Reference Contact	Mike Gunnerson
Phone	701.446.1056
Email	gunnerm@fargo.k12.nd.us

Reference #3 – Company Name	Richfield School District 280-MN
Service/Purchase Purchased	Topcats & Mobile PA's District Wide (150+)
Year of Purchase	2020-2024
Reference Contact	Lisa Baird
Phone	612.798.6084
Email	lisa.baird@rpsmn.org

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

As noted in a prior question, we have been selling these products into government agencies exclusively since 1994.

Our headquarters in Tualatin, Oregon consists of a 56,000 sq. ft. secured building comprised of office and warehouse space. The majority of our product stock is housed in this location. We have dedicated, experienced shipping, receiving and packing employees who are knowledgeable of correct, safe and effective product packaging. Lightspeed has a large selection of custom-sized and -designed packing materials to protect and transport orders without damage. Orders are packaged and shipped at no charge to the customer to the address/location specified by the Purchase Order. (If the customer requests expedited shipping, the customer is responsible for the cost difference between Ground and expedited service.) Lightspeed is capable of packaging very large orders. These orders may be palletized and shipped via a national trucking service. While there are seasonal variances, we typically ship 2000 – 2500 systems per month. Lightspeed maintains two to three months of on-hand inventory to ensure we achieve our lead-time commitments.

Lightspeed employs several formal quality assurance processes for our products. Suppliers are carefully selected based on their ability to meet both our quality requirements and business needs. Incoming materials go through a Receiving Inspection conducted by Sustaining Engineering to verify quality and characteristics. All transmitters, receivers, amplifiers, and any product requiring assembly goes through 100% production test to verify their functionality.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees. Describe any unique applications of your sound's amplification solutions.

Lightspeed is 100% employee-owned and does not have the same objectives as venture-capital backed or publicly traded companies. This allows us to make decisions that are in the best interest of supporting school districts and maintaining our strong reputation in the K-12 education market. Our core values of integrity, respect, innovation, stewardship, and humility support doing what is right for our customers with long-term partnerships in mind.

Our focus is entirely on education, and we are the manufacturer and primary distributor of our solutions directly to school districts. Our Sales Team has an average tenure of over nine years at Lightspeed and over 15 years in the education market. This experience and expertise provide school districts with access to best practices in instructional audio and tailored solutions that best fit their specific needs. We are well respected for how we support districts after the sale through free training resources and easy to access warranty processes.

Our product solutions feature many unique applications that improve the classroom learning environment and enhance the safety and security of teachers and students on the school campus.

- **DECT Technology combined with Point-To-Pair:** Lightspeed's systems operate on a 1.9GHz wireless frequency. This frequency has the benefit of no interference between classrooms or with other technologies, and there is no dropout even in larger classroom spaces or unusual classroom configurations. More recently, Lightspeed has integrated Point-To-Pair technology into the teacher microphone, utilizing an infrared signal specifically for simple and intuitive pairing of a microphone to a new system with a one-button press & hold.
- **All-In-One Instructional Audio System with Flat Panel Speaker:** The Redcat and Topcat Systems are now well established in the market as the leading solutions for instructional audio technology. Both systems are designed with the amplifier and speaker in the same housing, simplifying the installation by minimizing expensive cable and speaker wire runs. The flat panel speaker is designed to evenly distribute the teacher's natural voice throughout the classroom for an optimal listening experience.
- **Media Connector:** The media connector wirelessly connects audio from a panel, projector, computer, or other media source to the Lightspeed amplifier and speaker.
- **Small Group Learning:** The Activate System allows in the moment group learning through two-way communication from the teacher using an app and earbud from their microphone with pods placed within student groups. The teacher can select individual pods throughout the classroom and even outside the classroom (external collaboration area or adjoining classroom) to quickly assess engagement and learning acquisition.
- **T3 Microphones:** These microphones are designed for student use specifically in classrooms that are encouraging consistent student voice. Each student receives a microphone and can turn it on when it is their turn to speak.
- **Cascadia Networked Audio Solutions:** This latest Lightspeed solution, released in 2024, integrates directly with leading life-safety, paging and intercom, and phones systems to provide teachers with all the benefits of instructional audio in the classroom, plus the ability to quickly initiate a silent emergency alert or call the front office for everyday communication, from anywhere across the campus. This can all be conveniently initiated directly from the teacher's ClearMike microphone.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc. Describe any required certifications, etc. required for installation.

Orders can be received by fax and email 24 hours per day; by phone from 7:00 a.m. to 7:00 p.m. CST. When a customer contacts Lightspeed, our staff invest all the time necessary to ensure the customer is receiving an appropriate product for their application, correctly configured. (There can be misunderstandings on product specifications and configurations, particularly if a different party is making the order than will be the end user – for example, a purchasing officer ordering vs. school principal who has spoken with the sales representative.) If the entity requests or requires it, a written quote is provided. From the quote, usually a purchase order is generated from the customer and received by our Sales Support Department. Our staff again review the items requested to ensure the customer will get what they need and want, and that the order is clear. If calls or emails are necessary to clarify, this occurs. Purchase orders are processed in no more than 48 hours, usually less. Simple/small orders are fulfilled the same or next day by our Tualatin, OR fulfillment staff and shipped out immediately. In the rare instance of a backorder or out-of-stock item, the customer is notified by email if an email address was provided.

Lead Times: Lightspeed is able to deliver products no later than 13 calendar days ARO for quantities of one to 25 systems. Lead-times for various system quantities are as follows*: 26-50 systems: 18 calendar days; 51-75 systems: 20 calendar days; 76+ systems: by arrangement with customer. These are our standard lead times and reflect maximum ground shipping days (e.g. cross-country from our Tualatin headquarters). Smaller orders and/or closer destinations will receive orders sooner than the standard times provided.

Many of Lightspeed's most popular products do not require installation (e.g. the services of an electrician or even an installer). They are effectively "plug and play" and can be set up by the district/school personnel themselves - with full support from Lightspeed if needed or desired. We do, however, still manage an average of 200 installation projects per year. These vary from single system installs to entire school implementations.

The Lightspeed installation management team is lead by employee Ray Young, who is a licensed low voltage contractor in multiple states, a BICSI RCDD, and has successfully managed projects of of this nature for over 30 years. Ray works closely with our sales team, school district customers and installation contractors across the nation to provide standard and unique solutions to classroom audio implementations.

When Lightspeed includes installation as part of a bid response, the scope of work is only for the physical installation of products that we manufacture. Lightspeed does not self perform installations but rather hires local contractors, typically those recommended by the school district, to perform installation of our products. The work may include low-voltage electrical, such as what is required to wire speakers to an amplifier or DC power to one of our devices. Lightspeed is not a licensed electrical contractor and as such, installation of electrical power outlets or hardwiring of systems to building mains is not included in our scope of work.

We require that our installers be certified and comply with all local, state and federal licensing regulations. We also require that they are trained and certified by Lightspeed personnel to install our systems as it is our desire that our solutions are successfully integrated and implemented into your classrooms for your teachers and students.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Our fill rate is 99.9% - and that includes all products, correct, the first time. The only historical exception was during COVID in fall 2021 when a global cell shortage caused delays in filling battery orders. We consistently meet our promised Delivery Lead Time commitments. It would be fair to say that during COVID when there were worldwide shipping delays and electronic parts shortages we revised our Delivery Lead Time commitment and did meet the revised estimates. We were frequently told by customers that they chose us during that time as #1 we had product in stock, #2 we kept delivery commitments or #3 we were clear and honest about delays. Regarding installation, Lightspeed has managed the sale and timely installation of our systems into tens of thousands of K12 classrooms throughout the United States. Our experienced project management team will plan the implementation along with district stakeholders. Local installers will be chosen for the install that, in most cases, are existing district vendors and familiar with district installation requirements. A site survey will be performed by Lightspeed, and a detailed scope of work created. During the site survey room information will be obtained including details of each classroom such as ceiling type, ceiling height, wall type, proposed equipment installation location, wiring requirements, power requirements and existing Ed Tech equipment that will be integrated into the Lightspeed system. Special instructions will be documented to include information such as any architectural peculiarities, site access and district installation standards. A Scope of Work will be created and agreed upon with the district, Lightspeed and the involved subcontractors prior to implementation. Depending on the size and scope of the project, multiple subcontractors might be hired to perform the install to ensure a timely install. All Lightspeed subcontractors will be approved by the district and their licensing and insurance verified prior to installation. Upon project completion, the Lightspeed contractor will complete a checklist, verifying that the agreed-upon scope of work has been completed. This checklist will be presented to the district along with a project signoff request and invoice. Either Lightspeed or its subcontractor will accompany the district on a site walk to confirm completion. During that walk through any discovered punch list items will be documented and immediately corrected. The process described above, coupled with our productivity pipeline accuracy and manufacturing capabilities has allowed us to maintain a consistent history of meeting project installation timelines.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Elsewhere in this bid submittal we have emphasized our philosophy of building customers for life and working directly in K12 classrooms with educators to develop our products. It is our desire to get after any issues quickly and collaboratively across departments to solve problems and keep happy customers. We are 100% employee owned and taught that within our stewardship value a problem is everyone's problem and we have a responsibility as owners to help our company be successful. Recently I (Melissa Williams) was having my 20-25 year stay interview. The fairly new HR partner was sharing an interesting theme she has seen across the company: Lightspeed retains problem-solvers. Further, we take our core values (integrity, responsibility, innovation, stewardship, humility) very seriously. Simply reading that list leads to understanding there is a bent towards listening, knowing we don't know it all, and taking responsibility to solve problems. We also purposely train our employees in "Collaborative Communication." Lightspeed has intentionally made efforts over the last fifteen years, and especially during COVID when all work was remote, to reduce miscommunication and work together. At the founding CEO's initiative our executive team developed a "collaborative communication model" and began training all employees in it. This model and training continues today, picked up by our second CEO (who helped write it initially) and culturally it is understood this is not simply a poster on the wall. Communication training includes each employee being asked, eye-to-eye, if they commit to trying to communicate in this way. This gives you a framework of how important effective interdepartmental communication is at Lightspeed and the lengths we go to ensure it occurs. If a customer contacts us about a problem, we will first ask questions and collect data to clarify the scope of the problem. From there, we quickly collaborate with any related departments to get help in solving the issue. If it is a small-scope problem like a billing error or missed report that is easy to fix, we have processes in place to quickly resolve those matters. A benefit of being a smaller company (less than 100 people) is that we all know one another and "whose job" it might be to get what is needed for resolution. If it's a larger-scope problem, say a mysterious product issue, it is not unheard of for Lightspeed to fly an engineer or team to a school site to problem solve. From time to time an Executive or our CEO has flown

to a district to resolve an important matter. I have personally heard our CEO tell Sales Staff that they are free to come to him directly if it's felt a customer situation warrants it. Our entire Executive Team operates by open door policy to facilitate quick, non-bureaucratic resolution of issues.

Lightspeed is open 5:00 a.m. to 5:00 p.m., Pacific Time and has had the same 800 number for free customer contact for more than 20 years. Customers are also able to email us. Finally, there are a large number of videos and documents on our website in the support area if folks want to try to figure things out themselves before talking to a human. These assorted approaches allow different generations, temperaments and time zone customers the freedom to receive service in the method that best suits them.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Lightspeed has been an awarded vendor with you since 2008 (sixteen years). As stated in another question, average sales employee tenure at Lightspeed is more than nine years. We have only ever had two different sales reps in your territory over our company history. Current Bid & Contract staff have been in the department for 9-10 years. We are VERY familiar with this contract.

Our currently effective processes remain as in previous contract submissions: Bid & Contract staff ensure awareness of bid terms and conditions to impacted staff, and a willingness to comply before the bid is submitted. Decisions about the bid response are made as a team and not by a single individual. For transparency purposes, documents pertaining to the bid/contract are loaded on a cloud-based business platform that allows all parties to review and understand the contract requirements and account history. After the bid award, Bid & Contract staff report key, commonly used terms and conditions to the appropriate staff. Should any issues arise during the term of the contract, we strive to resolve any contract concerns with your team or with the Customer directly.

We have long believed our strongest sales and marketing tool is our direct-hire sales team deployed nationwide. Their knowledge of Lightspeed, K-12 sales and your local region make them the most effective way to promote the product and your contract. Your Account Executive, Cathy Bross, is constantly meeting and networking with school administrators, principals and purchasing agents, providing opportunities to actively promote our CPC contract. Your contract has been Cathy's most-used contract during the 16 years we have been awarded and will continue to be the lead contract in the tri-state region.

Lightspeed's corporate-based inside Sales Administration team also plays a key role in contract promotion and selection. Many orders, inquiries or requests for quote come to Lightspeed through our Sales Administration team. All members of the sales support group are well versed in available contracts for each geographic region and have easy access to terms and conditions. When a customer calls, there is an intentional effort to find the customer the best price/terms opportunity and offer it to them.

7. Describe your company's contract implementation or customer transition plan.

As a currently awarded vendor for the past 16 years, we will keep doing what we have been doing. MN CPC is one of our most-used contracts and will continue to be. We expect a seamless transition. We will continue to promote and use this as our primary contract in the tri-state region.

8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

We have not participated with this to date. Our products are not commoditized and so it is not an effective way for our customers to purchase. There are several hundred product configurations and the most suitable systems for a given application often takes consultation to select.

9. Provide any additional information relevant to this section.

Nothing to add

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

- X Pricing is better than what is offered to individual educational agencies.
- Pricing is better than what is offered to cooperative educational agencies.
- X Other, please describe:

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:

Pricing is better than offered to individual schools/districts but the same as is offered to other cooperative agencies. Many cooperative contracts require we give them “the best” pricing. We can’t give any one “the best” pricing otherwise it violates the others. Therefore, pricing is the same as other cooperative contracts.

2. Describe how participating agencies will verify they are receiving contract pricing.

They could request from us or you a copy of our submitted pricing.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

No minimum order requirements.

4. Describe your warranty and warranty process for all products and services.

Lightspeed desires for the purchase and ownership experience to be clear and simple. There are no hidden or tacked-on maintenance fees, services or programs.

As Lightspeed’s main system components are warrantied for five years, an extended warranty is not necessary. The full warranty document is provided below. Our full warranty document for all products is two pages. Our goal is to provide transparent and understandable warranty information. Our product information (specifications, data sheets, etc.) is published and also made available via our website: www.lightspeed-tek.com.

The quality and simplicity of our products means most technical support and warranty issues can be handled via the phone or email by the full-time employees on our Oregon-based Technical Services team. Live troubleshooting with staff is available Monday through Friday from 5:00 a.m. to 5:00 p.m., Pacific Time. In most cases, issues are small and can be resolved by phone, email or chat thus preventing time-consuming returns. In the event of a more complex product performance issue, Lightspeed offers Warranty Advance Replacement and 48-hour turnaround on repairs to ensure timely service. Your local Account Exec can also be available to help where necessary to assist in the field with sales and service related issues.

To quantify the speed and service of this program, Warranty Advance Replacement means that if customers experience an issue with their system, a Lightspeed Technician will troubleshoot over the phone. If the system or component requires service, a replacement will immediately be sent to the customer to minimize downtime. Customers will receive replacement product(s) within 2-3 business days along with a prepaid return label so malfunctioned equipment can be returned to Lightspeed. Any replacement equipment will be of the highest quality and remain covered under the original warranty.

Below is our full warranty language:

Instructional Audio Systems (Activate, Redcat, Topcat, 975, C25, Mobile PA, Access Link): Lightspeed’s instructional audio products are under warranty for five (5) years. Details of the five (5) year warranty include:

- Warranty on primary components including amplifier, charging station, group speakers is five (5) years.
- Warranty on microphones (FMN, SMN CMT) is five (5) years.
- Warranty on lapel, headset and earset microphones is one (1) year.
- Warranty on Lightspeed NiMH and Li-Ion rechargeable batteries is one (1) year.
- Warranty does not extend to finish, appearance items, or malfunctions due to abuse or operation other than specified conditions, nor does it extend to incidental or consequential damages. Repair by other than Lightspeed or its authorized service agencies will void this warranty. Information on authorized service agencies is available from Lightspeed Technologies, Inc.
- Lightspeed instructional audio products are not designed to be waterproof or water resistant and warranty does not extend to cover water damage due to weather or otherwise.
- Immediate replacement of system or components requiring service will be sent to customer to minimize system downtime where applicable (see Warranty Exchange section below).
- Microphones and Components that Support Discontinued Systems
 - Warranty on microphones (FMA, SMA) is one (1) year.
 - Warranty on microphone cradle charger (FMCA) is one (1) year.

Installations: Warranty information for workmanship and cabling included in a Lightspeed installation

- Warranty on cabling to be free from defects for one (1) year from date of installation
- Repair or replacement at Lightspeed's option any defective cabling materials provided by Lightspeed
- Warranty on workmanship of installation for one (1) year from date of installation
- Does not cover damages resulting from accident, misuse or abuse or lack of reasonable care of materials
- Does not cover damage resulting from work performed by other companies (i.e. HVAC, Fire Alarm, Sprinkler, etc.)

Warranty Exchange:

Lightspeed has a Warranty Exchange Program in place for Instructional Audio systems within the warranty period with exception of the Mobile PA. If customers experience an issue with their system, a Lightspeed Technician will troubleshoot over the phone. If the system or component requires service, a replacement will immediately be sent to the customer to minimize downtime. Customers will receive replacement product(s) within 2-3 business days along with a prepaid return label so malfunctioned equipment can be returned to Lightspeed.

Should Mobile PA system require service, the Mobile PA must first be shipped in for inspection and repair (at Lightspeed's expense). Once the system is inspected and if any/all issues are validated to be covered under warranty, the system will be repaired or replaced and shipped back to the customer at no charge.

Any replacement equipment will be of the highest quality and remain covered under the original warranty.

Service Guidelines:

Lightspeed systems are directly supported and serviced at our service center and company headquarters in Tualatin, Oregon. Customers always have the option of calling to speak with a service technician to identify and resolve any issues at no additional charge. Lightspeed also offers an on-line service request form customers can complete and a service technician will contact them at the customer's preferred time and convenience.

Regular Warranty items will be evaluated and usually repaired and shipped within 48 hours.

Charges:

- A purchase order or credit card number must be received prior to doing "For Charge" service work.
- "For Charge" work will be completed as quickly as possible, usually within 48 hours of receipt of a hard copy of the purchase order or credit card number.

New or additional items purchased through the Service Department will be charged shipping and handling, such as additional batteries or other components not sent in for repair.

Lightspeed also offers an on-line interactive troubleshooting tutorial of our systems at www.lightspeed-tek.com.

5. Describe the return process and restocking fees associated with a return.

Any product may be returned within 30 days from invoice date for a full refund of the purchase price. The process for returning for credit is as follows:

- Call Lightspeed for a return authorization (RA) number.
- Upon receipt of number, send in product with RA number written clearly on the outside of the box.
- Exchanging equipment of equal or lesser value would not require an additional purchase order.
- If product is not in "like new" condition, Lightspeed will deduct an appropriate amount, upon Lightspeed's best judgment regarding damage to the product.
- If outside of the 30 days from purchase date, a customer may return product with a 15% restock fee if product is in "like new" condition.

6. Describe any additional discounts or rebates available. Additional discounts or rebates may be offered for large orders, single ship to location, annual spend, guaranteed quantity, etc.

None beyond what is stated on our Volume Discount tab of the Price Sheet.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Lightspeed will accept check, credit cards, ACH. No fees are generally charged. An exception may be by P-card or credit card purchases over \$10,000 due to bank fees we are charged. Lightspeed is generally accepting of agency payment terms, which are usually Net 30 and sometimes Net 45.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Annually, usually in July, Lightspeed will issue an updated catalogue/pricelist. Some years there has been a price increase and some years not; however due to extreme cost increases during COVID and inflation thereafter, price increases have occurred each year since 2020. Average price increase across products is approximately 3% (e.g. some items may be higher, and some lower). Our costs have increased by more than that, however we have found most contracts and government agencies will not tolerate a larger increase and so we limit our percentage of increase.

9. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Our corporate CRM & ERP software is loaded with the pricing from each contract to prevent mispricing. All products are on the contract so there should be no issues with selling non-contract items. Key terms and conditions are also loaded as notes into the above-mentioned software and our Sales Admin group checks each order against the contract being used to ensure compliance.

10. Provide any additional information relevant to this section.

Nothing to add

Industry Specific Information

1. Provide a narrative description of the products and services you are offering in your proposal. This should reflect what you are providing pricing for.

Lightspeed makes and distributes a full line of Instructional Audio Solutions that are primarily used in K-12 classrooms. Our product solutions are designed with purpose and are continuing to be enhanced and improved to meet changing needs in the classroom. We have introduced a number of highly innovative platforms and products over the years that came directly out of our research in the classroom including:

- **Wireless Platform** – Operating now with Access Technology which is on a 1.9GHz spread spectrum, all our full classroom audio solutions have moved away from the inherent challenges of infrared technology to this more stable and robust wireless platform. It can be used within any classroom configuration (including large and open spaces) and at long distances. It provides two-way communication and operates on a bandwidth that eliminates interference with other classroom technology. Finally, it scales to all classrooms, instructional strategies and technologies.
- **Microphone Technology** – We produced the first pendant microphone built specifically for the teacher that eliminated all wires, dramatically improving performance and reliability. This has been followed by multiple iterations to reduce the lanyard microphone size for improved comfort and convenience.
- **Flat-panel Speaker Technology** – This technology is designed for high speech clarity and even distribution of sound throughout a classroom from a single speaker. This solution not only improves speech intelligibility, but also dramatically reduced installation costs.
- **Cascadia** – Our just-released networked instructional audio platform, integrates directly with leading life-safety, paging and intercom, and phone systems to provide teachers with all the benefits of instructional audio in the classroom, plus the ability to quickly initiate a silent, emergency alert or call the front office for everyday communication, from anywhere across the campus.
- **Redcat** (all-in-one classroom audio system) - provides full room classroom audio with no installation.
- **Topcat** (installed and integrated single-speaker classroom audio solution) - combines flat-panel speaker technology with traditional cone speaker to deliver both high speech intelligibility with even distribution of sound with rich, multimedia audio from just a single speaker in the ceiling.
- **975** (traditional amplifier on 1.9GHz platform) – Amplifier which can be integrated into traditional ceiling-mounted cone speakers, wall-mounted cone speakers, or the Lightspeed TCQ single-speaker application. This amplifier is a great solution for schools with existing classroom speakers that desire to add teacher voice amplification.
- **Wireless media connector** - a wireless device that sits next to the teacher computer and transmits audio from multimedia devices (computer, smart device, DVD, etc.) to be played through the classroom speaker wirelessly, eliminating costly and inconvenient wire runs.
- **Activate System** - based on the Access Technology platform, this patented solution is the only bi-directional classroom audio system designed for small group learning. The Activate System uses our existing classroom audio

platform (Redcat, Topcat, 975) and adds two-way audio pods for small group instruction, giving teachers in-the-moment insights into the authentic interaction of students. It allows the teacher to increase their connection with students and provide redirection, reinforcement of the learning process, tailoring of the instruction, and most importantly, the chance to hear students shining in their peer-to-peer interactions. It then also allows for the sharing of student insights from the comfort of their group for the entire classroom to appreciate. Additionally, the Activate System provides two channels of Bluetooth for wireless streaming from the teacher's computer or device.

- **Access Link** – This device enables you to add wireless microphones to virtually any existing amplifier and speaker system. It adds two microphones to a Lightspeed amplifier or third party solution. It also scales with the Activate System for classrooms wanting to add bi-directional audio pods for small group learning.

We will continue to build upon this robust foundation to produce solutions that will serve the teaching and learning environment for the future.

2. Describe the power/source connection for your proposed sound amplification solution(s). Describe any additional connection features that your solutions provide (i.e. multimedia connectivity, ADL outputs).

All Lightspeed amplification solutions can be powered by a traditional 120v power source (this is specifically the case for our installed solutions including the Topcat and 975); however, multiple models offer additional options for added flexibility. For example, our Redcat and Mobile PA (MPA), can be purchased with an optional battery pack for added portability. Our new Cascadia C25 is an IP-based system that accepts POE+ power (often provided by a network switch), but it also includes a 120v power supply if our customers do not have a power over ethernet source available.

Beyond the audio produced by our wireless microphones, Lightspeed products include a variety of input and output connectivity to allow multimedia devices to be heard over the system as well. These include 3.5mm analog inputs and outputs, an RCA digital coax link (on our Topcat and C25 systems), an optical audio input (on our 975), and wireless Bluetooth connectivity (on our MPA). Through these connections, users can amplify third-party classroom audio sources, send and receive audio via a laptop for remote learning applications, and connect assistive listening devices among other things.

3. Describe the type of frequency used by your sound amplification solution(s) and how feedback and other frequency waves are mitigated from cutting in or over a sound wave. Describe if Bluetooth connectivity is possible and if there are any concerns to be addressed with your proposed solution.

All Lightspeed systems use Access Technology, a solution comprised of 1.9 GHz wireless transmission protocols (generally referred to as DECT) and Digital Signal Processing (often shortened to DSP). This allows for a robust wireless product that uses frequency-hopping spread spectrum technology to avoid interference and allow for large implementations in a common building. Since Access Technology is positioned in the 1.9 GHz frequency band, other benefits include a long wireless range between Lightspeed devices (up to 200ft) and a scalable technology that won't disrupt Wi-Fi networks.

Feedback is mitigated through the Digital Signal Processing included in our systems that help avoid ambient "problem" frequencies from entering the microphone. This, combined with our flat panel speakers that distribute frequencies evenly across the room, create an environment that is less likely to produce feedback unless the components (microphone and speaker) are placed together in extreme proximity.

Bluetooth technology is included natively in our Mobile PA (MPA), while our other systems have been designed to intentionally omit it. This is due to the potential issue of cross-pairing and interference that is possible when a large number of systems are used in close proximity (such as multiple classrooms next to each other). This is not an issue with the MPA product since the typical use case is different. With this in mind, if Bluetooth is desired for a Lightspeed product that does not include it, a third-party transmitter or receiver can be connected to a system via the available inputs and outputs.

4. Describe how and if your solution can integrate with current facility sounds solutions and to what extent.

All Lightspeed products include audio inputs and outputs that allow a great deal of flexibility when integrating with existing sound solutions (see above); however, our installed solutions include an additional euroblock connector that allows them to be muted when another system is active. Our installed systems include the Topcat, 975, and Cascadia C25. Some integrations where muting could be beneficial include life safety communication systems where you would want all classroom audio silenced to hear an important announcement or alert, as well as fire alarm systems where it is crucial to hear the sound of an active siren.

Above and beyond this, when the Cascadia C25 is paired with specific IP-based life safely communication systems, it can be digitally muted over the network, eliminating the need for an additional physical connection.

5. Describe if your sound amplification solutions require software to operate and run the system. Describe all costs associated with this software/service.

The Topcat, Redcat, 975, and MPA do not require software to operate or run the system and are designed to be used right out of the box. Occasionally, product updates are released and can be downloaded at no additional charge by accessing the following website, <https://app.tara.lightspeed-tek.com/>.

Cascadia is a network, IP-based solution where C25 systems communicate with a server that is assigned to each campus location. The software for this server is included with the system purchase and is available as a free download to the customer. Once installed, a web console (accessible through a web browser) allows the user to control, monitor, and update the system software. (Note: Systems can also be controlled using the buttons on the front panel of each physical unit.) There are no additional charges or licensing fees associated with C25.

6. Describe how your sound amplification solutions coordinate or work in conjunction with life safety requirements (i.e. emergency notifications).

All installed Lightspeed systems (including the Topcat, 975, and C25) offer the ability to initiate a programmed response from a life safety communications system by means of a contact closure on the amplifier that is activated by pushing a button or buttons on the teacher-worn microphone. Although typically used for emergency notification, the exact response is determined by the customer's needs and how their life safety communications system integrator programs it.

In addition to the ability to close a contact, the Cascadia C25 has the means to communicate with specific IP-based life safety communications systems through APIs and custom software configurations. This allows multiple alert types such as HELP, CHECK IN, and EMERGENCY to be initiated by the three programmable buttons on the new Lightspeed Clearmike. Understanding the need to communicate even more information during an emergency, the Clearmike can also become a SIP telephone when added to a customer's phone system.

Value Add

1. Describe any 'added value' attributes (if any) being offered exclusively to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

- Free ground shipping with no minimum purchase.
- When your members call Lightspeed, they will always talk with a helpful person who is an employee at Lightspeed – live from 7:00 a.m. to 7:00 p.m., CST. Every employee is committed to making you a customer for life and improving the learning environment for all children.
- Free evaluation program that provides a school the opportunity to try a classroom audio system: Lightspeed provides the audio system upon request. The system is used in a classroom for 45 calendar days. At the end of 45 days, the equipment is purchased or returned at Lightspeed's expense.
- School Coordinator program valued at \$700.00 offered to schools at no charge when purchasing 10 or more systems at a single location. This provides a selection of replacement/repair parts and training on basic troubleshooting to reduce potential downtime if there are simple product "problems" to resolve.
- Lightspeed-provided prepaid shipping labels if a purchased item needs to be advance replaced due to damage in shipment or out of box failure.
- Equipment may be returned within 30 days of the invoice for a full refund of the purchase price.
- Trade in & Recycle Program: Members can receive \$100 credit if trading in a classroom audio system toward the purchase of any new system.
- Lightspeed provides onsite teacher/user training to District personnel at no additional charge by an experienced employee-trainer. Teachers/end-users will be able to:
 - Understand the primary benefits of classroom audio systems and small group instruction systems
 - Identify and operate all the controls and indicators on the transmitters and amplifier
 - Adjust the volume for the microphones and other audio devices (Computer, TV, DVD, VCR, etc.) connected to the amplifier
 - Operate Lightspeed app remote control
 - Understand proper transmitter charging procedures
 - Properly position the microphone for optimal voice pickup
 - Connect a personal FM system to the amplifier if needed
 - Identify and correct common types of operational problems (first-level problem solving)

Easy-to-follow user guides are also included on our website for use at any time. Please visit www.lightspeed-tek.com for more information.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

None

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.

Respondents must include the following when requesting exceptions:

- **RFP section number and page number**
- **Describe the exception**
- **Explanation of why this is an issue**
- **A proposed alternative to meet the needs of participating agencies and the cooperative**

Page 8: H. Freight & Delivery, 3. Prices are FOB Delivery, Freight Prepaid – Exception: Free shipping within the contiguous United States, with no minimum order. If a Customer requests expedited shipping, Customer pays the difference between ground and expedited service. Explanation – Simple clarification. Sometimes buyers request expedited shipping, which is expensive and should not be included as part of the bid. We are happy to include standard ground shipping as noted above.

Page 8: H. Freight & Delivery, 1. Delivery made within 10 days ARO. – Exception: Lightspeed is able to deliver products no later than 13 calendar days ARO for quantities of one to 25 systems. Lead-times for various system quantities are as follows*: 26-50 systems: 18 calendar days; 51-75 systems: 20 calendar days; 76+ systems: by arrangement with customer. These are our standard lead times and reflect maximum ground shipping days (e.g. cross-country from our Tualatin headquarters). Smaller orders and/or closer destinations will receive orders sooner than the standard times provided. Explanation – not all of our products are “off the shelf.” Also, sometimes due to order size we are not able to ship that quickly. Alternative – stated above.

Pricing Schedule, Pricing Tab – The provided worksheet calculates pricing to the penny based upon the percentage entered. Our pricing is rounded to the nearest dollar. Upon award, we will supply CPC with an accurate price list rounded to the dollar.

General: Limits of Installation - When Lightspeed Technologies, Inc. includes or quotes installation as part of a bid response, the scope of work is only for the physical installation of products that we manufacture. Lightspeed does not self-perform installations and hires local contractors, typically those recommended by the school district, to perform installation of our products. The work may include low-voltage electrical, such as what is required to wire speakers to an amplifier or DC power to one of our devices. Lightspeed is not a licensed electrical contractor and as such, installation of electrical power outlets or hardwiring of systems to building mains is not included in our scope of work.

Forms & Signatures

RFP #24.10 Sound Amplification Solutions

Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled ***"Forms & Signatures – Name of Company"***.
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:

1. [Contract Offer & Award](#)
2. [Uniform Guidance "EDGAR" Certification Form](#)
3. [Subcontractor Utilization Form](#)

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	<u>Lightspeed Technologies, Inc.</u>	Date	<u>6/3/24</u>
Address	<u>11509 SW Herman Road</u>	City, State, Zip	<u>Tualatin, OR 97062</u>
Contact Person	<u>Melissa Williams</u>	Title	<u>Bid & Contract Manager</u>
Authorized Signature	<u></u>	Title	<u>Senior VP of Revenue</u>
Email	<u>LSBIDS@lightspeed-tek.com</u>	Phone	<u>800.732.8999</u>

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	_____	Authorized Signature	_____
Name	_____	Title	_____
Awarded this	_____ day of _____	Contract #	_____
Contract/Agreement to Commence _____			

EDGAR Certification Form

2 CRF Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at \$250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participating agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work performed and accepted and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the

Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise

excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

- (1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

- (1) Procure or obtain.
- (2) Extend or renew a contract to procure or obtain; or
- (3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

- (i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).
- (ii) Telecommunications or video surveillance services provided by such entities or using such equipment.
- (iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

- (1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.
- (2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of \$250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certifies that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

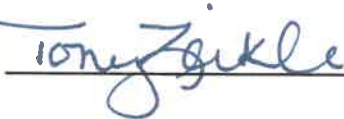
CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Lightspeed Technologies, Inc.

**Authorized
Signature**



Full Name Tony Zeikle

Title Senior VP of Revenue

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Sound Amplification Solutions
Solicitation Number: #24.10
Supplier Name: Lightspeed Technologies, Inc.

If a subcontractor will not be used, check this box:

Company Name: Olympic Communications
Street Address: 8201 Central Avenue Suite A
City, State, Zip: Springlake Park, MN 55432
Telephone: 763.717.7000
Primary Contact: Jeff McMonogal
Email Address of Contact: jeff@olympiccom.com
Services to be provided:

Installation

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Company Name: _____
Street Address: _____
City, State, Zip: _____
Telephone: _____
Primary Contact: _____
Email Address of Contact: _____
Services to be provided: _____

Pricing Schedule Intro

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- 1 - Pricing Schedule**
- 2 - Services**
- 3 - Volume Discounts**

1 - Pricing Schedule - *required*

Submit pricing for all products and accessories being offered to CPC and its participating agencies.

2 - Services - *required*

Submit pricing for Installation, Maintenance & Support Services offered to CPC and its participating agencies.

3 - Volume Discounts - *optional*

Submit all volume discounts if available to CPC and its participating agencies.



Classroom Audio Evaluation Program

Lightspeed Technologies offers a no obligation evaluation program that provides the opportunity to try a classroom audio system.

A typical school evaluation works like this:

1. We provide a classroom audio system upon request.
2. The system is used in a classroom for 45 calendar days.
3. At the end of 45 days, the equipment is purchased or returned at Lightspeed's expense.

The end result is that a teacher experiences classroom audio and the school evaluates the system's effectiveness, with no obligation to purchase.

For your free 45-day evaluation call Lightspeed Technologies at 800.732.8999

Free Teacher/User Training

Lightspeed provides onsite teacher/user training to District personnel at no additional charge:

Objectives: Teachers will be able to

- Understand the primary benefits of classroom audio systems and small group instruction systems
- Identify and operate all the controls and indicators on the transmitters and amplifier
- Adjust the volume for the microphones and other audio devices (Computer, TV, DVD, VCR, etc.) connected to the amplifier
- Operate Lightspeed app remote control
- Understand proper transmitter charging procedures
- Properly position the microphone for optimal voice pickup
- Connect a personal FM system to the amplifier if needed
- Identify and correct common types of operational problems (first-level problem solving)

Initial On-Site Training Method

Your Lightspeed Account Executive will perform initial user training. The training will include a video on the research and benefits of the audio system and its operation, simple troubleshooting guidelines, and incorporating the audio into teaching styles.

Training Method for New Users (after initial teacher training)

The training will include system operation, simple troubleshooting guidelines, incorporating the audio system into teaching styles and a video on the research and benefits of audio systems. Easy-to-follow user guides are also included on our website for use at any time. Please visit www.lightspeed-tek.com for more information.

School Campus Coordinator Program

We are pleased to offer the School Campus Coordinator Program to qualified schools within the U.S.

Assuring that Lightspeed Instructional Audio systems are performing at optimal levels and that teachers are adequately trained is essential to acquiring the many benefits this technology provides.

How to qualify for the Campus Coordinator Program

- A minimum of 15 Lightspeed Instructional Audio Systems all purchased within the past 12 months.
- School Contact identified and certified via training completion through online module.
- School is not part of a School District that has participated in the District Never Down Program within the past three years.

Key elements of the School Campus Coordinator Program

- Assist schools in maintaining their instructional audio systems and to ensure all teachers are trained in the importance of the technology and the operation of the equipment
- No cost to the school
- Ensures that the equipment is always operational
- Onsite troubleshooting will reduce downtime and unnecessary equipment exchanges through the Lightspeed Authorized Service Center.
- Upon completion of the training, a School Campus Coordinator Kit will be sent to the school.

The School Campus Coordinator will be available to perform

- Minor troubleshooting
- Assist new and substitute teachers on the daily operation of the system
- Have information on proper care of systems during long holiday or summer breaks
- Obtain return authorizations from the Lightspeed Authorized Service Center

Replacement Parts

- Replacement parts for kits may be purchased through the Lightspeed webstore at www.lightspeed-tek.com



Trade-in & Recycle Program

Lightspeed makes it easy for you to upgrade your classroom audio equipment...and support the environment! Trade in your old classroom audio equipment and receive a credit toward the purchase of a new instructional audio system. Receive \$100 credit if you are trading in a classroom audio system toward the purchase of a Redcat, Topcat, 975, C25, Activate, Mobile PA or Access Link.

How the Program Works

1. Choose, configure, and submit an order for your new Lightspeed instructional audio system.
2. Contact Lightspeed to request a pre-paid return label and RA number for the return of your old system.
3. Pack and ship your old audio system using a prepaid return shipping label provided by Lightspeed.
4. Lightspeed will ship your new system and deduct the appropriate amount from your invoice.

What audio systems are available for the Trade-in & Recycle Program?

Lightspeed accepts like configurations of all manufacturer's brands of classroom audio systems for trade-in. Like configurations of classroom audio systems, including speakers, amplifier, and microphones, can be traded-in for comparable systems. Any instructional audio system that includes speakers, amplifier and microphones can be traded-in for an Activate system.

When do I return my old equipment?

Once you place your order, Lightspeed will send you a prepaid shipping label. You will need to ship your old equipment back within 30 days of receipt.

When do I receive my credit?

Lightspeed will credit your invoice upon receipt of your old audio equipment. Should we not receive your equipment by the invoice due date, your invoice will reflect the standard educational discount price.

Where will my equipment be recycled?

Your old audio equipment will be processed and recycled through our full-service electronics recycling partner.

Who do I contact for more information?

For more information on Lightspeed's Trade-in & Recycle Program, please visit:
www.lightspeed-tek.com/support/programs/trade-in-recycle-program/ or call 800.732.8999.

Terms & Conditions

Program credit is applicable to Lightspeed discounted used equipment, contract pricing, and standard quantity discounts. Purchases receiving special or additional discounting beyond standard volume pricing are excluded from this program. Additional accessories may be purchased at the standard educational discount price. Warranty is voided on all traded-in Lightspeed equipment. Traded-in systems will be recycled as received. Lightspeed reserves the right to amend terms and conditions of the Trade-in and Recycle Program.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

5/30/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION** IS **WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Durham and Bates Insurance 1211 SW 5th Ave. Suite 2800 Portland OR 97204	CONTACT NAME: Kelli Lucey PHONE (A/C, No, Ext): 503-224-5170 FAX (A/C, No): 503-221-0540 E-MAIL ADDRESS: kelli@dbates.com														
INSURED LIGHTSP-01 Lightspeed Technologies, Inc. LightSpeed California Inc. LightSpeed Technologies of Oregon Inc 11509 SW Herman Rd. Tualatin OR 97062	<table><tr><th>INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr><tr><td>INSURER A : Travelers Property Casualty Company of America</td><td>25674</td></tr><tr><td>INSURER B : Charter Oak Fire Ins. Company</td><td>25615</td></tr><tr><td>INSURER C : BCS Insurance Company</td><td>38245</td></tr><tr><td>INSURER D : Travelers Indemnity Company of America</td><td>25666</td></tr><tr><td>INSURER E : Continental Casualty Co.</td><td>20443</td></tr><tr><td>INSURER F :</td><td></td></tr></table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Travelers Property Casualty Company of America	25674	INSURER B : Charter Oak Fire Ins. Company	25615	INSURER C : BCS Insurance Company	38245	INSURER D : Travelers Indemnity Company of America	25666	INSURER E : Continental Casualty Co.	20443	INSURER F :	
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INSURER F :															

COVERAGES**CERTIFICATE NUMBER:** 154221322**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			ZLP-81N30860	7/1/2023	7/1/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A D	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> Excluding MA			BA-0R734977 BA-0R849191	7/1/2023 7/1/2023	7/1/2024 7/1/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			CUP-0R764607	7/1/2023	7/1/2024	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N	N/A	UB-0R742363	7/1/2023	7/1/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C E	Cyber Liability Fiduciary Liability			RPSP-1060032M 652253923	7/1/2023 7/1/2023	7/1/2024 7/1/2024	Limit Limit 1,000,000 4,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
RFP 24.10 – Sound Amplification Solutions

CERTIFICATE HOLDER**CANCELLATION**

Cooperative Purchasing Connection
1001 E Mount Faith Ave.
Fergus Falls MN 56537

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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Cooperative Purchasing Connection
Tabulation Report RFP #24.10 - Sound Amplification
Solutions
Vendor: Marco Technologies, LLC

General Comments:

General Attachments: Additional Information - Marco Technologies, LLC.pdf
Certificate of Insurance - Marco Technologies, LLC.pdf
Forms - Signatures - Marco Technologies, LLC.pdf
Marketing Plan - Marco Technologies, LLC.pdf
Pricing Schedule - Marco Technologies, LLC.xlsx
Vendor Questionnaire - Marco Technologies, LLC.pdf

Questionnaire

RFP #24.10 Sound Amplification Solutions

Instructions

Contained herein is a questionnaire required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Respondents must use the Questionnaire to its capacity. Attached exhibits and/or supplemental information should be included only when requested (i.e. Marketing Plan).
3. Complete all questions.
4. Save all pages in the correct order to a single PDF format titled "**3 Questionnaire – Name of Company**".
5. Submit the Questionnaire, along with other required documents in Public Purchase.

The following sections need to be completed before submission:

1. [Company Information](#)
2. [Qualifications & Experience](#)
3. [Performance Capability](#)
4. [Products, Service & Pricing](#)
5. [Industry Specific Information](#)
6. [Value Add](#)
7. [Exceptions & Deviations](#)

Company Information

Name of Company: Marco Technologies, LLC

Company Address: 2906 Morrison Ave, Suite #1

City, State, Zip code: Bismarck, ND 58504

Website: www.marconet.com

Provide the following company contacts that will be working with this anticipated contract.

	Name	Email	Phone
General Manager	Dan Olk	daniel.olk@marconet.com	701.751.3860 x6943
Contract Manager	Ben Pflueger	ben.pflueger@marconet.com	701.751.3960 x1845
Sales Manager	Dan Pflepsen	danp@marconet.com	701.751.3960 x7750
Marketing Manager	Kim Tant	kim.tant@marconet.com	701.751.3960 x4099
Customer Service Manager	Michael Meemken	michael.meemken@marconet.com	701.751.3960 x6985
Account Manager(s)	Brenda Wall (ND and MN) Jordan Heupel (SD)	brenda.wall@marconet.com jordan.heupel@marconet.com	701.527.5579 605.262.7428

Identify any business types/classifications that your company holds. ***Submit documentation in PDF format to verify business status (see submittal checklist).**

x	Business Type/Classification
	8(a) 8(a) Qualified Business
	DBE Disadvantaged Business Enterprise
	HUB Historically Underutilized Business Zone
	MBE Minority-Owned Business Enterprise
	MWBE Minority Women-Owned Business Enterprise
	SBE Small Business Enterprise
	Other; list name:

x	Business Type/Classification
	SDB Small Disadvantaged Business
	SDVOB Service-Disabled Veteran Owned Business
	SECTION 3 Section 3 Business Concern
	SSV Sole Source Supplier
	VBE Veteran-Owned Business Enterprise
	WBE Woman-Owned Business Enterprise

List any other cooperative or state contracts your company holds that participating agencies have access to and include the contract expiration date.

Describe how your company will position the potential resulting contract with CPC versus other contracts you have access to.

A/V

- Equalis #013120-01E
- MN/ND/SD Cooperative Purchasing Connection (CPC) | 21.1 | Audio Enhancements Only – expires 6/30/2024.
- MN/ND/SD Cooperative Purchasing Connection (CPC) | 23.3 | Avigilon Only - expires 6/30/2024.
- North Dakota AV State Contract – StageNet – expires 12/31/2024.
- PEPPM (currently extended to IL, IA, MD, MI, MN, MO, NE, NJ, ND, SD, WI & DC) New Line Interactive Only - expires 12/31/2024.
- HPI OMNIA - R210403 – 5/31/2025

Thank you for the opportunity to bid on this request for proposals. This contract would be the only one Marco holds for Audio Enhancement solutions. We held the previous contract with CPC and have used it extensively. Many schools are looking for audio solutions to improve student achievement and for security purposes. Marco will position this contract to ensure the members get the solution that best fits their needs, receive the best pricing, and can avoid a lengthy bid process.

Marco supports and uses several other buying contracts for other lines of business; therefore, our technology advisors have a broad background and the necessary experience to communicate and promote the contracts. Brenda Wall, Major Account

Executive at our Bismarck, ND office, will lead a briefing for all Marco technology advisors in the tri-state area on how to market and use the contract. Brenda has worked with CPC contracts for over 17 years and with K12 Schools in ND for 25 years. Our sales and marketing departments work closely together to develop the necessary materials that will aid in successfully educating and promoting our products and services to clients in MN, SD and ND. We look forward to a continued relationship with CPC.

Has your company and/or any proposed subcontractors been involved in any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending within the last five (5) years?

_____ *Yes* X *No*

If YES, document thoroughly and list any contract in which your organization has been found guilty or liable, or which may affect the performance of the services.

Click or tap here to enter text.

Has your company been disbarred and or suspended in doing business within the United States?

_____ *Yes* X *No*

If YES, list what states, the reason for debarment and/or suspension, and its effective dates.

Click or tap here to enter text.

Qualifications & Experience

1. Provide a brief background of your organization, including the year it was founded (1-2 paragraphs max.).

Marco is a leading integrated technology services company founded in 1973 and has 46 locations and over 17,000 clients nationally. Our 51 years of business experience and history of innovation demonstrate our leadership in these areas:

- Copiers/Printers
- Managed Services
- Business IT Services
- Phone Systems
- Cloud Services
- Carrier Services
- Enterprise Content Management
- Audio Visual Systems
- Physical Security
- Shredding Services

2. Provide evidence of what your company is doing to remain viable in the industry. Describe your customer retention (i.e. customers who are served that continue to be repeat customers).

As a low-risk technology provider that has remained strong and profitable, Marco has increased its workforce to over 1,200 employees, expanded to 15 states and 46 locations. Our ongoing commitment to growth contributes to the success of our company and our clients.

Revenue:

- 2023 | \$460 million
- 2022 | \$412 million
- 2021 | \$398 million

When partnering with Marco, you will not only receive a dedicated account team, but you also will have access to over 650 factory-trained, certified systems engineers and technical representatives to keep you aware of the latest technologies. Our full-time dispatchers and Support Desk professionals consistently maintain a 95% live call answer rate. You're connected to the best technology companies in the industry. We consider your technology a long-term investment, so we want our partners to be long-term as well. We choose only tier one companies with proven reputations and products.

Marco has had a continuous improvement/customer satisfaction system in place since 1992. It is comprised of numerous

elements which enable us to continually improve our solution offerings and processes and help maintain a high level of customer satisfaction. Some of these elements include:

Continuous Improvement Steering Team (CIS). This team is comprised of the executive management team, the continuous improvement team, the client services director, and the business operations manager. CIS meets bimonthly. to review quality assurance issues, customer satisfaction, quality teams, training results, process mapping updates and Kaizen events.

Monthly Customer Surveys. Marco has created a process to ensure customer satisfaction by asking for our customers' feedback. We document and improve processes to continually enhance our service. Surveys are sent to customers who have purchased a product or solution from us within 60 days and again after one year as a follow up conducted for our managed, contracted customers. Results are measured and charted monthly. Our goal is totally satisfied customers who recommend us to other organizations. Since 1994, we have been measuring the results, and 91% of customers surveyed said they would recommend Marco.

3. Describe the number of agencies your organization, on average, provides sound amplification solutions for each year in CPC's tri-state area of Minnesota, North Dakota and South Dakota?

Between Minnesota, North Dakota and South Dakota, Marco sells interactivity solutions to over 300 organizations.

4. Is your organization able to service all areas within CPC's tri-state area?

 X Yes No

If NO, explain why your organization is not able to service a particular area and/or state.

[Click or tap here to enter text.](#)

5. List the other contracts you have in place that could be accessed by our membership for your products (i.e. other consortiums) in the tri-state area?

COPIER/PRINTER

Canon

- ND, MO, SD NASPO ValuePoint
- PEPPM (Education targeted for Canon PEPPM)
- State of MN

HP

- Educational & Institutional Cooperative Service, Inc. (E&I)

Konica Minolta

- Association of Educational Purchasing Agencies (AEPA)
- Sourcwell Contract #: 030321-KON
- IA/SD/ND/MO NASPO ValuePoint
- Minnesota Local Government Program
- SD/ND/MN Education Programs
- State of SD

Sharp

- E&I Cooperative Services
- State of SD
- Sourcwell (formerly NJPA) | Contract #: 030321-SEC
- Premier GPO

DATA

- Cisco State of SD – AR3227
- Cisco State of MN – 147097

VOICE

6. Provide a list of governmental, educational, and cooperative contracts that your company holds outside CPC's tri-state area.

- Equalis #013120-01E
- PEPPM (currently extended to IL, IA, MD, MI, MN, MO, NE, NJ, ND, SD, WI & DC) New Line Interactive Only

7. Describe the percentage of your company's revenue, by category (city/county/government, K12 education, higher education) that is derived from sales of products and/or services that are applicable to the scope of this proposal on an annual basis.

- City: 8%
- County: 5%
- Government: 12%
- K12 Education: 57%
- Higher Education: 8%

8. Describe your experience and sales approach your company will take with participating public agencies.

Marco has worked with public sector/non-profit accounts for over 51 years across MN, SD and ND. We have technology advisors across our entire footprint. They are in the field visiting existing clients and always looking to build relationships with new clients. Currently, Marco has over 50 technology advisors covering MN, SD and ND. Once the technology advisors uncover a lead, we have a team of technical resources that are engaged to ensure we have a comprehensive understanding of the client's needs and build a solution that solves their challenges and achieves their goals.

9. Provide any additional information relevant to this section.

Marco understands the value of CPC and the contracts it provides to its members and participants. We will work to ensure every contract is a success for CPC, the participating entities and Marco. We feel Marco aligns very well with CPC as we have multiple locations, a large team of technology advisors and technical staff in each state, as well as established partner relationships with many of CPC's members. We are proposing products from Audio Enhancement, who currently has the largest market share in the three states and is the industry leader. To date, Marco has installed AE products in over 4,000 classrooms in the tri-state area this RFP covers. We also have a strong relationship with Audio Enhancements and have the most experience selling, installing and supporting its products in MN, SD and ND.

Provide three (3) references that have purchased products and/or services that are applicable to the scope of this proposal from your company within the last two (2) years. References from the tri-state area are preferred. A contact name, phone number and email will be required. *Note, ensure your references are prepared to communicate with a representative from CPC. Failure to confirm reference of past work may affect your evaluation.

**Reference #1 – Company Name
Service/Product Purchased**

**Year of Purchase
Reference Contact
Phone
Email**

Mandan Public School District (ND)

Audio Enhancement classroom sound reinforcement systems, paging, intercom, bell system and security alerting
2014
Jeff Rerick - Director of Technology
701.751.6500
Jeff.rerick@msd1.org

**Reference #2 – Company Name
Service/Product Purchased**

**Year of Purchase
Reference Contact
Phone
Email**

Belcourt School District (ND)

Audio Enhancement classroom sound reinforcement systems, paging, intercom, bell system and security alerting with classroom cameras
2019
Travis LaRocque
701.477.6471 Ext 3207
travis.larocque@k12.nd.us

**Reference #3 – Company Name
Service/Purchase Purchased**

Year of Purchase
Reference Contact
Phone
Email

West Central School District (SD)

Audio Enhancement classroom sound reinforcement systems, paging, intercom, bell system and security alerting with classroom cameras; phased approach for multiple buildings
2020, 2021, 2023
Christopher Waltner
605.528.3217
christopher.waltner@k12.sd.us

**Reference #4 – Company Name
Service/Purchase Purchased**

Year of Purchase
Reference Contact
Phone
Email

Saint John's Preparatory School (MN)

Audio Enhancements hardware and will be implementing this summer
2024
Sherry Krebsbach
320.363.2736
skrebsbach@sjprep.net

Performance & Capability

1. Describe your company's logistics (locations, experience, production, distribution of products, warehouse inventories and delivery systems used) that should be considered in your ability to deliver on-time quality products to participating agencies.

Purchases are made directly through distributors and manufacturers. Our philosophy is just in time inventory and the availability of stock is based on the inventory levels available through our partners. Marco is required to report forecasting numbers to Audio Enhancement to help the manufacturer plan for equipment needs.

2. Describe what differentiates your company from your competitors. Describe your differences regarding sales, service, installation, technology, and product line, or any key employees. Describe any unique applications of your sound's amplification solutions.

As a leading, diverse technology solutions company, Marco has been in business for over 51 years. We understand the various product lines and more importantly, the benefits it brings to each organization. We have a large footprint and many knowledgeable resources available for strategizing and collaborating on business needs, implementation and ongoing support services.

We have 50+ technology advisors in the footprint of this contract. These technology advisors are touching base with clients routinely. As noted in a previous response, we have sold and installed Audio Enhancement systems across MN, SD and ND in over 4,000 classrooms. Our engineers on staff have attended Audio Enhancement certification classes and hold certifications to design, install and commission their solutions. We also have subcontractors that have attended the classes and are also certified. As sound application systems have advanced and now reside on the network, many resellers struggle to support the full integration. Marco sells and supports all the equipment needed to ensure the customer has a great experience from start to end.

Marco has engineers on staff that have attended Audio Enhancement certified training and hold certifications to design, install and commission their solutions. Many of our subcontractors have also obtained AE certification for installation and commissioning. As sound application systems have advanced and now reside on the network, many resellers do not have the technical resources to configure, install and support the network needs and integration with other systems, for example phones systems, fire systems and door access control. Marco sells and supports all the equipment needed to ensure the customer has a great experience from end to end.

Our experience working with organizations in the public sector has provided us the understanding of their unique challenges and needs. With our depth in security, audio visual, networking, servers and storage, telephony, physical security and copier/printer solutions, we can help integrate all areas of technology for public sector customers.

3. Describe your proposed order and delivery/installation process for this proposal and contract award. Describe the process from order placement, including methods, receipt of order, installation, and any related services. Describe lead time, availability, delivery, installation, etc. Describe any required certifications, etc. required for installation.

Marco's quoting tool allows clients to electronically accept the proposal, which expedites the process by automatically moving the approval to the sales support team for processing. Once an order is placed, we have several teams that track client orders. Which team it goes to depends on the type of order it is, transactional or a project, and if it includes professional services. In the case of an order that is transactional, once the order is placed the product will drop ship directly to the customer. The shipments typically arrive in 10-14 days.

On a project-based order, our in-take team will verify all the information is correct and assign a project manager. The project manager then sets up an internal kick-off call with the Marco presales team that scoped and built the proposal, and then an external kick-off call with the client to walk through the project and ensure all parties understand and set the expectations of the project. They track all activity on the project including product delivery. They continually keep in contact with the client to keep them informed of the status of the project. The project manager coordinates and schedules the technical resources for the configuration and installation of the solution. The project managers keeps the project open until the client confirms all work has been completed and we have met the agreed upon expectations.

On the orders that have certain criteria or more complex equipment, the major account executive is updated from purchasing. If there are any delays or back orders for delivery of the equipment, the major account executive will communicate the information and timeline to the client. Marco has included our implementation process document as part of our response.

Currently, we are not seeing any backorders and equipment is arriving within approximately 10 -14 days. If it is a larger installation that includes paging, bells and intercom functionality, the shipments will arrive about 14 days after the customer provides all the necessary information for Audio Enhancement to program the equipment.

Audio Enhancement has technical training that consists of several courses. These multi-day courses offer attending technicians the opportunity for hands-on learning of EPIC hardware, device installation, setup, and troubleshooting. Resellers' technicians must pass the hardware and installation course for their company to install Audio, SAFE System, VIEWpath and EPIC System or attend an "EPIC Programming & Commissioning Certification" course. This training helps resellers master the new products that are changing the way schools enhance the learning environment with networked technologies. Marco has several engineers and subcontractors that have attended and passed the Audio Enhancement certification exams.

4. Describe your company's fill rate and ability for on-time delivery and history of meeting shipping, delivery, and project installation timelines.

Each project would be assigned a PM and installation resource(s). The project implementation team would work directly with the customer or the customers POC to develop an agreed to installation schedule and timeline. Over the past five years, we have not had any issues of meeting an agreed upon timeline on an Audio Enhancement project. New building/ construction projects are challenging as there timelines shift. In ND alone, we have installed Audio Enhancement equipment in 13 new building or renovation projects over the last 15 months and have had our work completed on time or early.

5. Describe your company's customer service/problem resolution process. Include hours of operation, number of services, modes of contact, etc.

Customers have two options for support. They can call Marco or Audio Enhancement directly. AE does offer free support to the end user free of charge. Marco can also provide maintenance and support services for all of the products listed. Marco has certified technicians on staff and support representatives that can assist with service requests.

Marco's service hours are from 8:00 a.m. to 5:00 p.m., Monday through Friday, excluding our published holidays*, with 24-hour emergency support available.

*Marco's published holidays include New Year's Day, Good Friday (close at 12:00 p.m.), Memorial Day, Independence Day, Labor Day, Thanksgiving Day, Friday after Thanksgiving, Christmas Eve, Christmas Day and New Year's Eve (close at 3:00 p.m.).

To place a service request, you can contact Marco's client support desk support at 320.259.3098, or 800.847.3098, email requests to videoservice@marconet.com or use our online service request process through our **Client Center** at portal.marconet.com.

The Client Center is designed to save you time. We've created a better way to shop, resolve technology issues, stay informed, get tips, and much more. Discover the client-rich features with access to reports and customer specific data including, but not limited to:

- Place and track service calls
 - View pending and cleared service details and technician notes
- Billing status
- Access to Marketplace
 - Create customized personal or company favorite lists for easy, repetitive orders
 - Browse through our online catalog for printers, laptops, accessories, supplies and more
 - Manage cloud subscriptions
- Submit client surveys

Upon placing a service request, you will receive the following support:

- Your service call will be answered live 95% of the time by a member of our client success team, or you will receive follow-up within 15 minutes.
- If your service request is deemed network-related, you will be transferred to our support desk team, who will work remotely to remediate and resolve your issue.
- If on-site service is required, a certified technician will be dispatched and establish an on-site arrival time.
- Once the issue has been resolved, an email notification is sent to the designated end user.

Service Level Targets

PRIORITY LEVEL	CLIENT SERVICES RESPONSE Receive confirmation of request	TECHNICIAN RESPONSE	MARCO MANAGER NOTIFIED Based on technician diagnosis	ESCALATE TO MANUFACTURER	RESOLUTION & FOLLOW-UP
Standard Service	2 Business Hours	8 Business Hours	Upon Request	As Required for Resolution	Weekly

Occasionally circumstances arise where our normal service procedures may not provide you the response you may require. In these rare circumstances, we ask that you contact Marco's service leadership at:

Michael Meemken, Service Manager

Phone: 800.847.3098 x6985

Email: michaelm@marconet.com

Brian Larson, Manager of Project Management Office

Phone: 800.847.3098 x6955

Email: brian.larson@marconet.com

Chuck Burt, Director of IT Service

Phone: 800.847.3098 x8447

Email: chuck.burt@marconet.com

Once the issue has been resolved, an email notification is sent to the designated end user.

Feedback is very important to Marco and the information received from our customers is used to resolve any issues, make improvements and enhance our support services. After each service ticket is closed, a follow-up survey is emailed to the end user. Marco's Care Team supervisor reviews the survey results and contacts customers who provided a neutral or negative response. Marco's service call survey has a positive average rating of 94.9% for the past 12 months.

6. Describe how your company plans to educate and train company personnel on the contract terms and conditions, details, and promotion of the contract. Describe how your organization plans to utilize your marketing and sales staff with this anticipated contract.

Training is provided for basic system usage and functionality of your solution. Training sessions for key operators are scheduled within a reasonable time frame after the solution is commissioned and may be provided on-premise by a certified systems engineer, systems programmer or field service engineer upon completion of project installation.

WebEx training is available to give your staff the best learning experience no matter their location. The session can be recorded and turned over for future staff development or refresher purposes. This will maximize the value and longevity of the original training.

To help you and your staff feel comfortable using your new solutions(s), the training is designed to be as concise and comprehensive as possible. Training is recommended for two to four people, who will be responsible for training additional users. There are a variety of training options: online videos, printed manuals, FAQ's, cheat sheets, and more. Marco's engineers are available for any questions or to schedule follow-up training as needed.

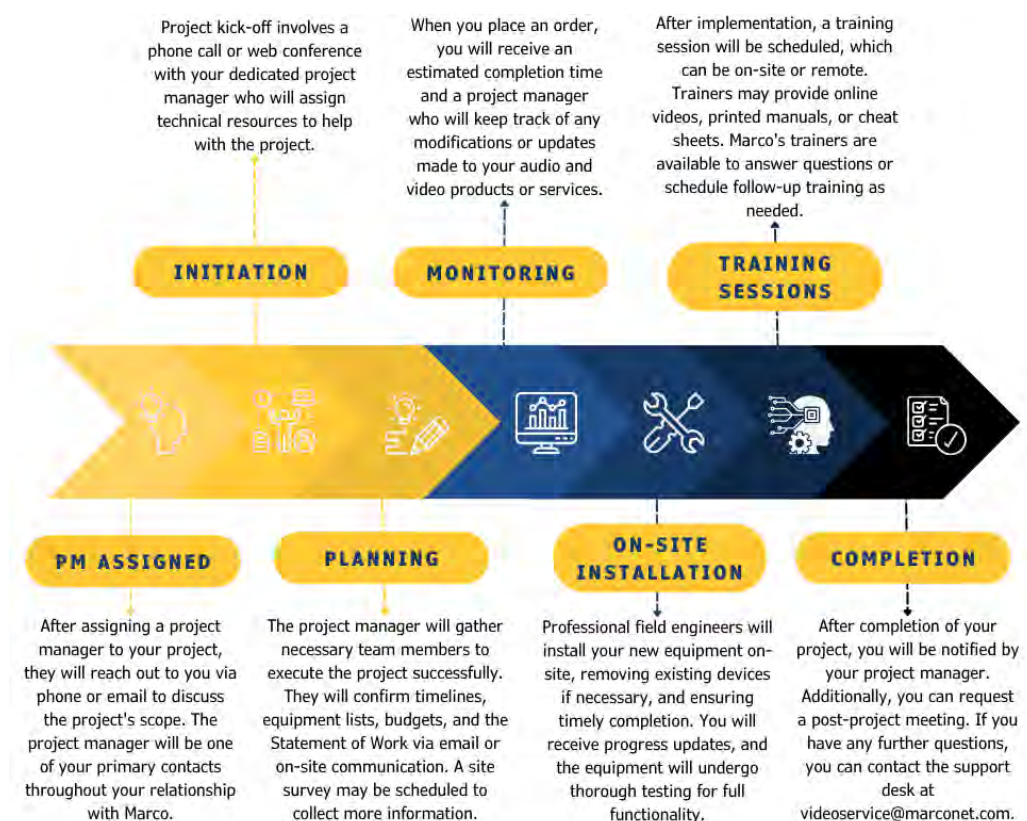
7. Describe your company's contract implementation or customer transition plan.

Marco's project implementation plan is a systematic and detailed planning guide for your entire installation. The plan breaks the process into measurable components. Our experience has taught us the difference between what looks good on paper versus the expertise needed to professionally complete the project. Our detail-oriented engineers and results-focused project managers facilitate the successful solution deployment, regardless of the project's scope or size.

Aside from the physical assembly and installation of the project's associated equipment, we govern ourselves by four phases. We believe each phase is necessary to ensure the proper implementation of your network solution:

- **Phase 1.** Marco's certified system engineers will perform a system/network analysis to ensure accuracy and completeness of the proposed solution's ability to capture the required needs.
- **Phase 2.** The detailed plan is created and approved by the customer. Any changes that occur during the project are managed via a formal change order process. The project manager facilitates the approved change order, ensuring its consistency with the customer's requirements.
- **Phase 3.** Marco preps for implementation by staging the equipment. The AV hardware (i.e. monitors, consoles, cameras, etc.) is delivered, installed and tested. If any changes are made to the system configuration by the customer during this period, they are accepted via the formal change order process and implemented.
- **Phase 4.** The implementation is performed. Once completed, the project is placed under the standard service warranty period and handed off to the service department. Documentation is completed to capture the changes made to the network, and the transition is made from the project team to the service team.

Implementation Milestones



8. Describe your company's experience and ability to work with punch-out and cXML marketplace systems.

Marco uses ChannelOnline as its online marketplace and punchout catalog. If CPC would like to have a punch-out catalog of Audio Enhancement products, Marco will work Audio Enhancement to provide its current punchout catalog for viewing only.

9. Provide any additional information relevant to this section.

Over the last 5 years, we have sold and installed Audio Enhancement systems as part of many new school construction and renovation projects. These projects require a lot of time, coordination, and resources to ensure the original design is correct and meets the needs of the customer, get product on time, and installation is coordinated with other parties to ensure all work is completed and all systems are operational when the building is scheduled to open.

Products, Service & Pricing

1. Indicate the level of support your company will offer on this contract category.

- ☒ Pricing is better than what is offered to individual educational agencies.
☐ Pricing is better than what is offered to cooperative educational agencies.
☐ Other, please describe

If OTHER, describe how the pricing submitted differs from individual entities or other purchasing consortiums:
 Click or tap here to enter text.

2. Describe how participating agencies will verify they are receiving contract pricing.

Marco's quoting system can add special pricing contract information onto the document. On the top of the proposal that is created and sent to the customer it lists what if any contract is being used. Many times, we also supply the client with the weblink to the CPC site that has the audit/bid packet which they can review.

3. Describe any minimum order requirements and if any surcharges will be assessed for not meeting that minimum.

We do not require any minimum orders for this purchasing contract.

4. Describe your warranty and warranty process for all products and services.

Marco provides a 90-day labor warranty for system workmanship and programming related to the outlined Statement of Work tasks. Programming changes required due to customer adjustment of the system would not be covered. Product warranty is provided directly by the manufacturer. The Marco service warranty period will begin on the first day after cutover of new services.

Marco will provide a manufacturer warranty to each participating agency making purchases from the contract.

5. Describe the return process and restocking fees associated with a return.

Marco's Return Policy

If you are not satisfied with your purchase of equipment, hardware, parts, or supplies ("Product(s)"), please follow the guidelines below to request prior authorization for a return. Product(s) must be returned to Marco within thirty (30) calendar days of invoice date and the following criteria must met:

1. All returns must have a pre-approved Marco RMA (Return Merchandise Authorization) number. Product(s) returned to Marco without prior authorization will be returned to the customer and customer will be charged for return freight.

Please request your Marco RMA by one of the following:

- Website: <https://www.marconet.com/support/request-a-return> (Online Portal)
- Email: returns@marconet.com

2. Customers are responsible for promptly inspecting Product(s) as soon as they are delivered (including delivery by drop shipping). Any damage must be reported to Marco's Returns Department within 7 calendar days of the Product(s)' delivery. Product condition must be signed for by customer as damaged if damage is present. Any damage that is not signed for will be the responsibility of the customer.
3. All Product(s) return requests are pending for approval of the Marco Returns Department and may be subject to your contract terms and third-party vendor or manufacturer prior authorization. A return request does not guarantee the return authorization the product.
4. Restocking fee of a minimum of twenty five percent (25%) will apply to any return.

Product(s) must be in resalable condition, not damaged, complete, and in manufacturer's original and undamaged packaging (i.e., no rips, tears, compressions, holes, or dents) to be returnable. All seals and packaging tape of manufacturer's packaging must be intact. There must be no stickers, other than the shipping label, on manufacturer's packaging. Product(s) found not to be in resaleable condition will be subject to a restocking fee and/or denial of credit and customer shall be responsible for the return freight.

5. Product(s) that have been installed will be individually reviewed for returnability and may be subject to restocking fees, a refusal of return, no credit for the installation and delivery charges, and/or added fees' for deinstallation and pick up.
6. Marco RMA numbers will expire after 15 calendar days from issuance. Any Product(s) received after the Marco's RMA number expires will be subject to restocking fee and/or denial of credit.
7. Customer is responsible for all return freight charges.
8. Marco RMA number must appear on the shipping label only, not on the carton or the Product(s).
9. When shipping, the package must be insured for the full retail value of the Product(s). Product(s) must be returned via a nationally recognized traceable shipping company like UPS, Fed-Ex or certified US mail. Appropriate shipping/packing material must be used for any return.
10. Product(s) damaged by inadequate shipping/packing material will result in additional fees and/or denial of credit. See your carrier for shipping packing details.

11. Special or custom orders are not returnable. Licenses and license agreements, software and service/maintenance subscriptions, and other software and services agreements are not returnable.

6. Describe any additional discounts or rebates available. Additional discounts or rebates may be offered for large orders, single ship to location, annual spend, guaranteed quantity, etc.

Marco has supported giving additional discounts on larger volume orders. We have spelled out the dollar threshold needed to be considered a volume purchase in the pricing worksheet. The discounts will vary as AE does not have a set % off their list price. Each part can have a different % off.

7. Describe your company's allowed methods for payment and if any fees are assessed for those methods. Also describe how your company works with agencies to determine payment terms.

Marco's standard payment terms are as follows:

- (If install): Standard payment terms are 25% down payment, hardware upon shipment, labor upon project completion.
- (If non-install): Standard payment terms are Net15.
- Upon contract signing, a completed and signed credit application is required for formal credit approval.
- Marco's preferred invoice delivery method is via email.
- A 3% credit card fee may apply.
- Marco accepts payments via EFT/ACH, contact AR@maraconet.com for remittance information.

Marco can negotiate certain payment terms with agencies based on their credit approval.

8. Describe the frequency of price list revisions. Describe any indices used to guide price adjustments.

Audio Enhancement typically releases a new price list quarterly; however, not all the releases have a change in pricing. Pricing seems to have stabilized over the last year. If a new price list is released by the manufacturer, Marco would follow the process CPC has in place to request an adjustment to the contract pricing. In the past we have kept the discount % the same.

9. Describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with CPC.

Marco's quoting tool can integrate contract specific information that can be utilized as a self-auditing tool.

10. Provide any additional information relevant to this section.

N/A

Industry Specific Information

1. Provide a narrative description of the products and services you are offering in your proposal. This should reflect what you are providing pricing for.

Audio Enhancement innovates to create more effective schools through improving technology and the learning environment. Their solutions have been helping schools manage the challenges seen commonly in education, as well as obstacles brought by the pandemic. Audio Enhancement's solutions are designed to be able to work together or on their own—classroom audio provides clear instruction through masks; classroom video enhances digital content to facilitate effective remote and blended learning; school-wide communication allows for instant flexible scheduling to accommodate staggered schedules; and school safety provides quick communication with office staff to communicate urgent situations.

EPIC System (Education Paging & Intercom Communications)® gives access to all of the top of the line functions needed every day to efficiently operate a modern K-12 campus. School bells are a critical function for a campus, and EPIC System provides a flexible and easy-to-use bell scheduling tool and zone creation. It has never been easier to communicate with the entire campus or directly communicate to a specific location using directed 2-way intercom and emergency notifications. The interactive campus map provides situational awareness for all communications and urgent situations.

SAFE System (Signal Alert For Education) is an alert and notification solution that connects teachers and classrooms to first responders for quick response and communication. The integration of SAFE System with the Teacher Microphone gives teachers a personal duress button, providing the ability to send alerts instantly, from anywhere in the school. Office staff are able to discreetly acknowledge the alert, letting teachers know that help is on the way. The web-based interface gives

administrators the ability to provide direction and maintain situational awareness of the entire campus, even in the most challenging emergency conditions. When seconds count, SAFE System is there to help.

2. Describe the power/source connection for your proposed sound amplification solution(s). Describe any additional connection features that your solutions provide (i.e. multimedia connectivity, ADL outputs).

PoE + if MS-700

MS-700 OPTIMUM AMPLIFIER WITH INTEGRATED XD RECEIVER	
Line Inputs	For PC, DVD audio, MP3, auxiliary mic, or other multimedia sources <ul style="list-style-type: none"> • (2) Line unbalanced stereo inputs (3.5 mm) • (3) Remote control ports with audio in • Internal Network Audio • Integrated XD Microphone Receiver
Line Outputs	(1) Unbalanced (3.5 mm) output (3) Remote control ports with audio out (RJ45 connectors)
Equalizer	5-Band Equalizer
USB A Connector	Control and configuration via BLE App
Minimum Load Impedance	4 Ohms on each pair of terminals (2 Ohm load overall is nominal)
Amplifier Type	92% Efficient Class D
Continuous Power @ 1% THD	30W powered by PoE
S/N	>89 dB @ 20 Hz to 20 kHz at maximum output
Protection Circuits	Thermal and short circuit protected
PA Connector	Connects to public address system and mutes amplifier during announcements Input Voltage: 4V RMS to 74V RMS
Control Ports	RJ45 remote control ports <ul style="list-style-type: none"> • (3) RJ45 Control Ports: for integration with LCD wall plate control • Intercom call, emergency alert, room microphone wall plate port (WPA-70x) • Input/output (I/O) aux port for sense, strobe, etc.
Power Supply	PoE + 802.3af/at
Temperature/Humidity	Storage: -40 - 158° F (-40 - +70° C) / 10-90% non-condensing Operating: -32 - 122° F (0 - +50° C) / 10-90%
Enclosure Type	ABS Plastic
Ethernet I/F	10/100 Mbps
Power Input (Network)	PoE 802.3af/at
Operating Temperature	14 - 122° F (-10 - 50° C)
Protocols	SIP RFC 3261 compatible UDP Directed Broadcast Multi-cast and VoIP enabled
Lineout: Output Signal Amplitudes	2.0 VPP maximum
Output Level	+2 dBm nominal
Total Harmonic Distortion	0.5% maximum
Weight	2.15 lbs (40 oz)
Dimensions	12.20 (H) x 8.70 (W) x 3.00 (D) in (310 x 221 x 76 mm)

CA-70 Sentinel 24v DC Wall supply

CA-70 Specifications

Slim design and efficient heat dissipation allows for easy mounting in a variety of applications including:

- Media carts
- Behind interactive displays
- Inside cabinetry
- In ceiling

Audio Power	50 Watts
Power Requirements	24 VDC power supply
Connectors	Automatic switching between front panel and rear panel input 3 variable gain line inputs: <ul style="list-style-type: none"> • Line 1 • Line 2 • Line 3 1 Traditional variable gain line output with front panel volume control + connector for assistive listening devices
PA Connector	Connects to Public Address System and mutes amplifier during announcements
Accessory Port	Accepts WPA-03 Remote Wall Plate that provides an additional input with level control and ALD output with level control
Equalization	3-Band equalizer (Bass, Mid, Treble)
Receiver Specifications	XD Technology 1.9 GHz
Coverage	Adjustable for optimal coverage from small classrooms to cafes, gyms, and other large spaces
Weight	2.15 lbs (0.98 kg)
Dimensions	12.25 (H) x 8.75 (W) x 2.75 (D) in. (311.15 x 222.25 x 69.85 mm)

3. Describe the type of frequency used by your sound amplification solution(s) and how feedback and other frequency waves are mitigated from cutting in or over a sound wave. Describe if Bluetooth connectivity is possible and if there are any concerns to be addressed with your proposed solution.

Audio Enhancement uses DECT technology for classroom microphones known as an XD receiver. The XD Receiver is the control center for the XD classroom microphones. This device receives audio signals and translates them into crystal-clear instruction through cutting-edge Audio Enhancement speakers. The XD Receiver comes equipped with two microphone channels and a dedicated media channel for broadcasting media wirelessly to the classroom audio system. This receiver does not permit unpaired microphone audio to bleed into its speaker system.

4. Describe how and if your solution can integrate with current facility sounds solutions and to what extent.

All Audio Enhancement Classroom systems can integrate with local Pro Audio systems to be the main for the broadcast and even to local intercom systems for a Page Mute. Audio Enhancement MS-700 Optimum Amplifier is a fully integrated networked classroom amplifier and wireless microphone receiver. This amplifier has network-based intercom, paging and emergency notification, and provides full-duplex audio. It is easy-to-use, easy-to-install, and has simple user interface software. The entire unit utilizes Power over Ethernet (PoE+). Intercom and paging functionalities† are built-in. During emergencies, paging can still be heard, even when the power goes out. This unit can be installed as part of the SAFE System (Signal Alert For Education)®.

5. Describe if your sound amplification solutions require software to operate and run the system. Describe all costs associated with this software/service.

No software is required to run and operate the classroom audio systems. However, if Optimum systems are chosen as described above, the classroom system can be integrated into the Audio Enhancement EPIC System. EPIC System (Education Paging & Intercom Communications)® is a foundational solution designed specifically for education. It offers an inside look into campuses through an interactive platform accessible via a web browser and mobile app. With EPIC System, faculty can intercom, page, and create customizable notifications and bells, making changes on the fly to minimize campus interruptions. This empowers campuses to adapt seamlessly to the ever-changing educational environment.

6. Describe how your sound amplification solutions coordinate or work in conjunction with life safety requirements (i.e. emergency notifications).

The SAFE System is a component of EPIC, offering extensive integrations with third-party platforms. SAFE System (Signal Alert For Education) is an alert and notification solution that connects teachers and classrooms to first responders for swift

communication and response. By integrating SAFE System with the Teacher Microphone, teachers have access to a personal duress button, enabling them to send alerts instantly from anywhere in the school. Office staff can discreetly acknowledge these alerts, informing teachers that help is on the way. The web-based interface allows administrators to provide direction and maintain situational awareness across the entire campus, even in the most challenging emergencies. When seconds count, SAFE System is there to help!

With EPIC, campus intercoms, bells, paging, and scheduling can all be integrated with IP cameras, access control, door status monitoring, and other third-party hardware integrations, providing a comprehensive solution during emergency events. Audio Enhancement understands the critical importance of time during emergencies and brings everything together with full automation through a simplified event engine.

Value Add

1. Describe any 'added value' attributes (if any) being offered exclusively to CPC and its participating agencies to enhance and add value when purchasing products and services through your company.

Marco has been conducting business in the Minnesota, North Dakota and South Dakota regions for audio visual solutions since 2002 and has long standing relationships with many of the agencies that will be utilizing this contract. With locations across the territories included in this RFP, we are able to support all participating agencies within the contract both on-site and remotely.

As a leading technology services company in business processes, industry experience and technical expertise. We serve over 17,000 customers nationally. We have 46 offices in 15 states and provide national support to our clients. Our history of innovation and 51 years of business experience prove we are a low-risk provider that specializes in:

- Audio Visual Systems
- Business IT Services
- Carrier Services
- Cloud Services
- Copiers/Printers
- Enterprise Content Management
- Managed Services
- Phone Systems
- Physical Security
- Shredding Services

Marco also has a team of certified systems engineers that design solutions to fit each organizations specific needs. We have over 650 engineers and strong relationships with the manufacturers we work with. Marco also has a long standing relationship with industry-leading manufacturers.

Marco has worked with Audio Visual solutions for over 40 years and has outfitted hundreds of rooms across the states that are listed in this RFP. We understand the product lines and more importantly, the benefits it brings to each organization. We have a large footprint with many technology advisors in the three states. We can really add to the "feet on the street" for CPC. Our experience working with organizations in the public sector has provided us the understanding of their unique challenges and needs. With our depth in security, networking, servers and storage, telephony, audio/video, physical security and copy/print solutions, we can help integrate all areas of technology for public sector customers.

Exceptions & Deviations

1. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.

None.

2. List any exceptions your company is requesting to the terms outlined in the Technical Specifications.

Respondents must include the following when requesting exceptions:

- RFP section number and page number

- Describe the exception
- Explanation of why this is an issue
- A proposed alternative to meet the needs of participating agencies and the cooperative

General Terms and Conditions; Assignment, Termination

Page 1

Explanation: In cases where a lease is involved, Marco requires the ability to assign the lease financing to a third-party finance company without gaining consent from the Client.

Alternate Language: In all instances where a lease with an entity utilizing the Cooperative Terms is involved, the following shall apply to all terms and conditions, specifically where pricing and cancellation are discussed:

Notwithstanding any provision in the RFP (and attachments, appendices, or exhibits thereto) to the contrary the Entity ("Customer") and Marco agree as follows: (i) if the Customer and Marco enter into a lease relating to any equipment, software, and services provided by Marco (an "Equipment Lease"), the Customer's obligations with respect to the lease of such equipment shall be solely governed by the Equipment Lease; (ii) and any modification or termination of the RFP or any other agreement between Marco and the Customer shall not operate to modify or relieve the Customer from any of its obligations under the Equipment Lease; (iii) amounts owed Marco under any Equipment Lease do not include charges for Marco maintenance services for the equipment, though such service charges amounts may be invoiced along with the Equipment Lease charges for the Customer's convenience; and (iv) Marco may assign any Equipment Lease to a third party leasing company or require that the Customer enter into a lease directly with such leasing company, if the Customer chooses to obtain financing through Marco.

Section IX Performance Bonds

Page 12

Explanation: Marco would request the ability to negotiate the issue of a Performance Bond with the participating agency on a contract-by-contract basis. Given the financial implications of a Performance Bond on the Vendor we should be able to work with the participating entity on if that requirement is needed.

General Terms and Conditions; Termination for Default

Page 7 of Terms

Explanation: Marco would require the ability to cure any identified deficiency before the contract is terminated.

Alternate Language: Regarding the Termination for Default found in the General Terms and Conditions, Marco would request 30 days to remedy a default condition that would trigger the contract versus 10 business days.

Marco's standard terms and conditions can be found here: www.marconet.com/legal. Terms can be negotiated upon notification of award.

Freight costs will be added to the quotes based on product weight and current fuel cost variables.

Forms & Signatures

RFP #24.10 Sound Amplification Solutions

Instructions

Contained herein are forms and information required by the Cooperative Purchasing Connection (CPC). Please note, while some information is merely informational, some will be used during the evaluation and vetting process.

To submit the required forms, follow these steps:

1. Read the document in its entirety.
2. Complete all questions and forms.
3. Save all pages in the correct order to a single PDF format titled ***"Forms & Signatures – Name of Company"***.
4. Submit the forms in the required format with all necessary signatures in Public Purchase.

The following sections will need to be completed prior to submission:


1. [Contract Offer & Award](#)
2. [Uniform Guidance "EDGAR" Certification Form](#)
3. [Subcontractor Utilization Form](#)

Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	<u>Marco Technologies, LLC</u>	Date	<u>6/3/2024</u>
Address	<u>2906 Morrison Ave, Suite #1</u>	City, State, Zip	<u>Bismarck, ND 58504</u>
Contact Person	<u>Brenda Wall</u>	Title	<u>Major Account Executive</u>
Authorized Signature		Title	<u>Director of Major Accounts</u>
Email	<u>danp@marconet.com</u>	Phone	<u>701.751.2860 x7750</u>

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	<u></u>	Authorized Signature	<u></u>
Name	<u></u>	Title	<u></u>
Awarded this	<u></u>	day of	<u></u>
		Contract #	<u></u>
Contract/Agreement to Commence	<u></u>		

EDGAR Certification Form

2 CFR Part 200

REQUIRED CONTRACT PROVISIONS FOR NON-FEDERAL ENTITY CONTRACTS UNDER FEDERAL AWARDS – APPENDIX II TO 2 CFR 200

The following provisions are required and apply when federal funds are expended by participating agencies for any contract resulting from this procurement process.

In addition to other provisions required by the Federal agency or non-Federal entity, all contracts made by the non-Federal entity under the Federal award must contain provisions covering the following, as applicable.

(A) Supplier Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at \$250,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate. Provisions regarding Supplier default and legal remedies are included in Sections I.K.18 and I.K.19 above. Any contract award will be subject to such provisions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

(B) Termination for Cause and for Convenience

Pursuant to Federal Rule (B) above when federal funds are expended by participating agencies, the participating agency reserves all rights to immediately terminate any agreement in excess of \$10,000 resulting from this procurement process in the event of a breach or default of the agreement by the Supplier, in the event the Supplier fails to” (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. The participating agency reserves the right to terminate the contract immediately, with written notice to Supplier, for convenience, if the participating agency believes, in its sole discretion that it is in the best interest of the participating agency to do so. The Supplier will be compensated for work performed and goods accepted by the participating agency as of the termination date if the contract is terminated for convenience of the participating agency. Any award made under this procurement process is not exclusive and the participating agency reserves the right to purchase goods and services from other Suppliers when it is in the best interest of the participating agency.

(C) Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of “federally assisted construction contract” in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 CFR Part 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.”

(D) Davis Bacon Act

When required by Federal program legislation, Supplier agrees that, for all participating agency contracts for the construction, alteration, or repair (including painting and decorating) of public buildings or public works, in excess of \$2,000, Supplier shall comply with the Davis-Bacon Act (40 U.S.C. 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, the

Supplier is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determinate made by the Secretary of Labor. In addition, the Supplier shall pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

Supplier must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

(E) Contract Work Hours and Safety Standards Act

Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard workweek of 40 hours. Work in excess of the standard workweek is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the workweek. The requirements of the 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous or dangerous. These requirements do not apply to the purchase of supplies, materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

(F) Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of “funding agreement” under 37 CFR 401.2(a) and the recipient or sub-recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the “funding agreement,” the recipient or sub-recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.

(G) Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251-1387), as amended, contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 U.S.C. 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

(H) Debarment and Suspension (Executive Order 12549 and 12689)

A contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3 CFR Part 1989 Comp. p. 235), “Debarment and Suspension.” SAM exclusions contain the names of parties debarred, suspended, or otherwise

excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

(I) Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)

Suppliers that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Pursuant to Federal Rule (I) above, when federal funds are expended by participating agencies, the Supplier certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, the Supplier certifies that it is compliance with all applicable provisions of the Byrd Anti-Lobbying Amendment (31 U.S.C. 1352). The undersigned further certifies that:

- (1) No Federal appropriated funds have been paid or will be paid for on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of Congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be include in the award documents for all covered sub-awards exceeding \$100,000 in Federal funds at all appropriated tiers and that all subrecipients shall certify and disclose accordingly.

(J) Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

(K) Prohibition on Certain Telecommunications and Video Surveillance Services or Equipment

A participating agency is prohibited from obligating or expending funds to:

- (1) Procure or obtain.
- (2) Extend or renew a contract to procure or obtain; or
- (3) Enter into a contract (or extend or renew a contract) to procure or obtain equipment, services, or systems that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

- (i) For the purpose of public safety, security of government facilities, physical security surveillance of critical infrastructure, and other national security purposes, video surveillance and telecommunications equipment produced by Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliate of such entities).
- (ii) Telecommunications or video surveillance services provided by such entities or using such equipment.
- (iii) Telecommunications or video surveillance equipment or services products or provided by an entity that the Secretary of Defense, in consultation with the Director of National Intelligence or the Director of the Federal Bureau of Investigation, reasonably believes to be an entity owned or controlled by, or otherwise connected to, the government of a covered foreign country.

(L) Domestic Preferences for Procurements

As appropriate and to the extent consistent with law, the non-Federal entity should, to the greatest extent practicable under a Federal award, provide a preference for the purchase, acquisition, or use of goods, products, or materials produced in the United States (including but not limited to iron, aluminum, steel, cement, and other manufactured products). The requirements of this section must be included in all subawards including all contracts and purchase orders for work or products under this award.

For the purpose of this section:

- (1) "Produced in the United States" means, for iron and steel products, that all manufacturing processes, from the initial melting stage through the application of coatings, occurred in the United States.
- (2) "Manufactured products" means items and construction materials composed in whole or in part of non-ferrous metals such as aluminum; plastics and polymer-based products such as polyvinyl chloride pipe; aggregates such as concrete; glass, including optical fiber; and lumber.

PROFIT AS A SEPARATE ELEMENT OF PRICE

For purchases using federal funds in excess of \$250,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, the Supplier agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier agrees that the total price, including profit, charged by the Supplier to the participating agency shall not exceed the awarded pricing.

RECORD RETENTION REQUIREMENTS FOR CONTRACTS PAID FOR WITH FEDERAL FUNDS – 2 CFR § 200.333

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that it will comply with the record retention requirements detailed in 2 CFR § 200.333. The Supplier further certified that Supplier will retain all records as required by 2 CFR § 200.333 for a period of three years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

CERTIFICATION OF COMPLIANCE WITH THE ENERGY POLICY AND CONSERVATION ACT

When federal funds are expended by participating agencies for any contract resulting from this procurement process, the Supplier certifies that the Supplier will be in compliance with mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act (42 U.S.C. 6321 et seq.; 49 C.F.R. Part 18; Pub. L. 94- 163, 89 Stat. 871).

CERTIFICATION OF NON-COLLUSION STATEMENT

Supplier certifies under penalty of perjury that its responsible to this procurement solicitation is in all respects bona fide, fair, and made without collusion or fraud with any person, joint venture, partnership, corporation or other business or legal entity.

Pursuant to Federal Ruling, when federal funds are expended by participating agencies, the Supplier hereby certifies that during the term of an award for all contracts by participating agencies resulting from this procurement process, Supplier certifies compliance will all provisions, laws, acts, regulations as specifically noted above. The Supplier agrees to comply with all federal, state, and local laws, rules, regulations, and ordinances, as applicable.

Business Name Marco Technologies, LLC

**Authorized
Signature**



Full Name Trevor Akervik

Title Chief Operating Officer

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Sound Amplification Solutions

Solicitation Number: 24.10

Supplier Name: Marco Technologies, LLC

If a subcontractor will not be used, check this box:

Company Name: Arvig Communication

Street Address: 5130 Winnetka Ave N

City, State, Zip: Minneapolis, MN 55428

Telephone: 320.333.8130

Primary Contact: Pete Helmin

Email Address of Contact: peteh@allstatecom.com

Services to be provided:

Low voltage cabling

Company Name: Beekman Technology Installations

Street Address: 1213 N Honore St, Unit 1

City, State, Zip: Chicago, IL 60622

Telephone: 574.532.9400

Primary Contact: Tim Beekman

Email Address of Contact: tim.beekman@beekmantech.com

Services to be provided:

Data, AV, security installations and commissioning. Cabling (network and fiber) and third-party integrations. Pre-sales walkthroughs.

Company Name: BGC's Audio Visual LLC

Street Address: 14130 Heritage Court

City, State, Zip: St. Paul, MN 55124

Telephone: 612.919.6709

Primary Contact: Brandon Clark

Email Address of Contact: brandon.clark@bgc.audiovisual.com

Services to be provided:

AV programming

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Sound Amplification Solutions

Solicitation Number: 24.10

Supplier Name: Marco Technologies, LLC

If a subcontractor will not be used, check this box:

Company Name: Bluefish Resource Group

Street Address: 322 Minnie Ave

City, State, Zip: Wilton, ND 58579

Telephone: 763.331.2536

Primary Contact: Nich Ehlert

Email Address of Contact: Nick@BluefishResourceGroup.com

Services to be provided:

Data, AV, security installations and commissioning. Cabling (network and fiber) and third-party integrations. Pre-sales walkthroughs.

Company Name: Comtech

Street Address: 1225 6th Ave SE, Unit 1

City, State, Zip: Aberdeen, SD 57401

Telephone: 605.824.1400

Primary Contact: Clark Bonn

Email Address of Contact: clark@commtechplus.com

Services to be provided:

Installation

Company Name: Dimaze Audio Visual

Street Address: 2076 Grand Ave

City, State, Zip: St. Paul, MN 55105

Telephone: 612.226.0181

Primary Contact: Jesse Dickinson

Email Address of Contact: jesse.dickinson@marconet.com

Services to be provided:

AV install, programming and design

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Sound Amplification Solutions

Solicitation Number: 24.10

Supplier Name: Marco Technologies, LLC

If a subcontractor will not be used, check this box:

Company Name: Electric Systems, Inc.

Street Address: 1819 Michigan Ave

City, State, Zip: Bismarck, ND 58504

Telephone: 701.223.6210

Primary Contact: Bob Schuh

Email Address of Contact: office@electricsystemsinc.com

Services to be provided:

Data, AV and security installations. Cabling (network and fiber) and third-party integrations. Pre-sales walkthroughs.

Company Name: Hardwire Technology Company

Street Address: 10900 73rd Ave N, #145

City, State, Zip: Maple Grove, MN 55369

Telephone: 763.463.3775

Primary Contact: Andrew Vojta

Email Address of Contact: andrew.vojta@hardwiretech.com

Services to be provided:

Low voltage cabling

Company Name: Hiltner Construction

Street Address: 42543 248th Ave

City, State, Zip: Freeport, MN 56331

Telephone: 320.980.3362

Primary Contact: Chad Hiltner

Email Address of Contact: chad@hiltnercompanies.com

Services to be provided:

Low voltage cabling

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Sound Amplification Solutions

Solicitation Number: 24.10

Supplier Name: Marco Technologies, LLC

If a subcontractor will not be used, check this box:

Company Name: Mendel Technologies

Street Address: 805 Orchard Cir

City, State, Zip: Belle Plaine, MN 56011-2287

Telephone: 651.764.0449

Primary Contact: Alex Yamnik

Email Address of Contact: ayamnik@mendeltech.net

Services to be provided:

Full AV integration

Company Name: Premier Audio

Street Address: 1921 E Bismarck Expressway

City, State, Zip: Bismarck, ND 58504

Telephone: 701.223.2067

Primary Contact: Lyle Forderer

Email Address of Contact: lyle@premieraudio.biz

Services to be provided:

Data, AV and security installations. Cabling (network and fiber) and third-party integrations. Pre-sales walkthroughs.

Company Name: RBB Electric

Street Address: 1123 N 51st St

City, State, Zip: Grand Forks, ND 58203

Telephone: 701.775.7404

Primary Contact: David Twite

Email Address of Contact: dtwite@rbbelectric.com

Services to be provided:

Low voltage cabling

Subcontractor Utilization Form

Instructions: List all subcontractors to be used during the performance of this contract. Submit additional forms if needed.

Solicitation Name: Sound Amplification Solutions

Solicitation Number: 24.10

Supplier Name: Marco Technologies, LLC

If a subcontractor will not be used, check this box:

Company Name: Travis Electric, Inc.

Street Address: 1319 E 39th St N

City, State, Zip: Sioux Falls, SD 57104

Telephone: 605.528.8728

Primary Contact: Travis Kuehl

Email Address of Contact: travis@traviselectricinc.com

Services to be provided:

Data, AV and security installations. Cabling (network and fiber) and third-party integrations. Pre-sales walkthroughs.

Company Name: Wagener Construction

Street Address: 7250 181st Ave NW

City, State, Zip: Anoka, MN 55303

Telephone: 612.363.0910

Primary Contact: Tom Wagenar

Email Address of Contact: tom@wagenerconstruction.com

Services to be provided:

AV install

Company Name: _____

Street Address: _____

City, State, Zip: _____

Telephone: _____

Primary Contact: _____

Email Address of Contact: _____

Services to be provided: _____

Pricing Schedule Intro

***Please note this spreadsheet has multiple workbooks/tabs.**

Instructions. This spreadsheet contains multiple workbooks/tabs relating to this RFP. Please follow the directions found/listed on each workbook and complete the workbooks as they pertain to your company's offerings. All pages have been formatted to print to one page width, however, you may add additional lines as needed. Please note, each individual workbook will note if it's a required or optional form. Per the RFP terms and conditions, all workbooks listed as optional are considered a value-added attribute.

This spreadsheet contains the following workbooks/tabs:

- 1 - Pricing Schedule**
- 2 - Services**
- 3 - Volume Discounts**

1 - Pricing Schedule - *required*

Submit pricing for all products and accessories being offered to CPC and its participating agencies.

2 - Services - *required*

Submit pricing for Installation, Maintenance & Support Services offered to CPC and its participating agencies.

3 - Volume Discounts - *optional*

Submit all volume discounts if available to CPC and its participating agencies.

June 5, 2024

SOUND AMPLIFICATION PROPOSAL FOR COOPERATIVE PURCHASING CONNECTION (CPC)

Prepared by:

Brenda Wall

Major Account Executive

701.250.7166

brenda.wall@marconet.com

Marco Technologies, LLC

2906 Morrison Ave, Ste 1

Bismarck, ND 58504



**Managed
Services**



**Copiers &
Printers**



**Audio
Visual**



**Business
IT Services**



ADDITIONAL INFORMATION - TABLE OF CONTENTS

- a. Marco Corporate Overview
- b. Dedicated Support Team
- c. Certified Systems Engineers and Technical Representatives
- d. Project Management Team
- e. Audio Visual Support Services
- f. Implementation Overview
- g. Audio Visual Service Request Process
- h. Audio Enhancement Overview and Product Literature
 - 1. Audio Enhancement Audio Solutions
 - 2. Audio Enhancement Education Solutions
 - 3. Audio Enhancement Warranty
 - 4. Audio Enhancement Price List for July Dec 2024
 - 5. BEAM Pro Specifications
 - 6. CA-70 Amplifier Receiver
 - 7. CS-12 Ceiling Speaker
 - 8. EduCam360
 - 9. EPIC System
 - 10. EPIC Head End Server
 - 11. EPIC Kiosk
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 - 13. MS-375 Network Interface
 - 14. MS-700 Optimum Amplifier
 - 15. SAFE System
 - 16. XD Receiver
 - 17. XD Solo Wireless Sound System
 - 18. XD Student Handheld Microphone
 - 19. XD Teacher Microphone

MARCO CORPORATE OVERVIEW

WHO WE ARE AND WHAT WE DO

Marco is a leading integrated technology services company with 46 locations and over 17,000 clients nationally. Our 51 years of business experience and history of innovation demonstrate our leadership in these areas:

- Copiers/Printers
- Managed Services
- Business IT Services
- Phone Systems
- Cloud Services
- Carrier Services
- Enterprise Content Management
- Audio Visual Systems
- Physical Security
- Shredding Services

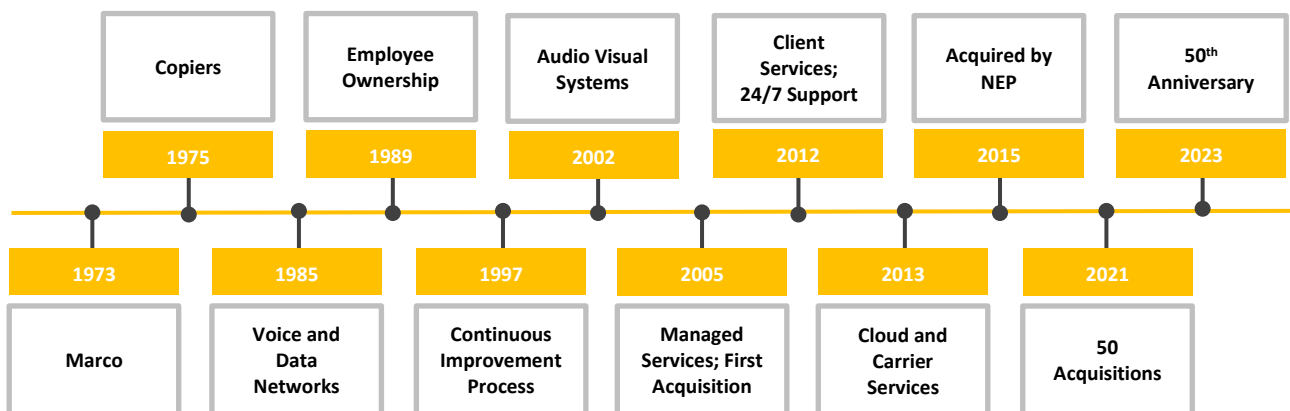


MARCO'S MISSION

To help our clients effectively apply technology that contributes to their success.

OUR JOURNEY IN TECHNOLOGY

Originating as a typewriter company in the 1930s, Marco took on the printing industry in 1973, voice and data solutions in 1985 and continued to expand into cloud technologies, software solutions and managed services.



Marco's unique insight on how each critical business tool, application and infrastructure works together will help you leverage your investment, maximize your technologies adoption and improve organizational efficiency.

FINANCIAL STABILITY

As a low-risk technology provider that has remained strong and profitable, Marco has increased its workforce to over 1,200 employees, expanded to 15 states and 46 locations. Our ongoing commitment to growth contributes to the success of our company and our clients.

Revenue:

- 2023 | \$460 million
- 2022 | \$412 million
- 2021 | \$398 million

TECHNICAL SUPPORT

When partnering with Marco, you will not only receive a dedicated account team, but you also will have access to over 650 factory-trained, certified systems engineers and technical representatives to keep you aware of the latest technologies. Our full-time dispatchers and Support Desk professionals consistently maintain a 95% live call answer rate.

GOLD STANDARD CULTURE

Creating a strong corporate culture takes intention — and a lot of passion. We have both, and you can feel it as soon as you walk in our doors. We take employee satisfaction to heart and consider our team members part of our work family and our Gold Standard Community.

GOLD
STANDARD

Marco's Gold Standard is focused on building a positive workplace environment – and it's not only for our employees. The Gold Standard includes four pillars: **employee engagement, client satisfaction, community support and vendor partnerships**. We have internal committees dedicated to making each pillar a success because we never settle for less than gold.

ADDITIONAL INFORMATION AND RESOURCES

- Learn more about what we do and more importantly, why we do it on our website at marconet.com.
- We offer many [free educational resources](#), such as our webinars, questionnaires, and eBooks.
- Sign up for our [Technology Insights Blog](#) on our website for additional educational tools to help you and your business succeed.
- Stay updated with "[The Tech Tip-Off](#)," our monthly LinkedIn newsletter for quick insights on IT, cybersecurity, printing, and all things tech.
- Explore self-help resources and FAQs in our comprehensive Knowledge Base, available at help.marconet.com.

DEDICATED SUPPORT TEAM

Marco

2906 Morrison Ave, Ste 1
Bismarck, ND 58504
701.751.2860

**Brenda Wall**

Major Account Executive
701.250.7166
brenda.wall@marconet.com

**Brian Larson**

Manager of Project Management
701.751.2860 x6955
brian.larson@marconet.com

**Dan Pflapsen**

Director of Major Accounts
701.751.2860 x7750
danp@marconet.com

**Jake Erickson**

AV/Physical Security Technician
701.751.2860
jake.erickson@marconet.com

**Jeremy Kirt**

Senior Solutions Sales
Consultant
701.751.2860 x3024
jeremyk@marconet.com

**Michael Meemken**

Audio Visual Service Manager
701.751.2860 x6985
michaelm@marconet.com

**Chris Weiss**

Consulting Systems Engineer
701.751.2860 x6241
chris.m.weiss@marconet.com

**Chuck Burt**

Director of IT Service
701.751.2860 x8447
chuck.burt@marconet.com

**Daniel Olk**

Solutions Manager
701.751.2860 x6943
daniel.olk@marconet.com

**Eric Casteel**

V.P. of Major Accounts
701.751.2860 x6111
ericc@marconet.com

CERTIFIED SOLUTIONS/SYSTEMS ENGINEERS

Audio Visual and Physical Security

TEAM LEADERSHIP



Chuck Burt | Director of IT Service

- Industry Experience Since 1996



Dan Olk | Solutions Manager

- Industry Experience Since 2007
- A.A.S. Degree in Audio Technology



Jesse Anderson | Physical Security Service Manager

- Industry Experience Since 2007
- Licensed Minnesota Power Limited Technician
- Certifications: Business Management, March Networks, Avigilon, Cedia, RTI Control, Axis and YourSix Cloud Surveillance
- Experience: Multi-platform design, deployment and post project care for security, convenience, and entertainment technologies



Michael Meemken | AV Service Manager

- Industry Experience Since 2005
- Registered Unlicensed Minnesota Power Limited Technician
- Certifications: March Networks, Avigilon Video Recording Systems. Milestone Video Recording Systems, Biamp Tesira Forte Programmer. Chief Mounting Systems
- Experience: Cisco Telepresence, Extron, Crestron, AirMedia, Leviton, Hubble, Panduit, Axis Cameras, Winic Cameras, HauteSpot Wireless Devices, Sharp Displays, and Premise Cabling

SYSTEMS ENGINEERING



Chris Weiss | Solutions Engineer

- Industry Experience Since 1996
- Registered Licensed Minnesota Power Limited Technician and infoComm
- Certifications: CTS-I (Certified Technology Specialist – Installation), PLT (Power Limited Technician) and OSHA 10
- Experience: Ducane, Exacq, Extron, Symetrix, Biamp TeriraFORTE, Chief and Crestron Video Systems Installer



Eric Oltz | Solutions Engineer

- Industry Experience Since 2000
- Registered Unlicensed Minnesota Power Limited Technician, OSHA10 Certified
- Certifications: March Networks R5 and Command Enterprise. Avigilon Video Recording and Access Control Systems. Milestone X-Protect Video Recording Systems and System Design Engineer. Axis IP Camera Solutions. Razberi Servers. Open Options Access Control Systems. BiAmp Tesira Forte Programmer. Chief Mounting Systems. Osha 10

- Experience: Cisco Telepresence, Extron, Crestron, AirMedia, Viking Paging, Bogen Paging, Leviton, Hubble, Panduit, Winic Cameras, Ubiquiti Wireless Devices, HauteSpot Wireless Devices, Meraki and Netgear Switches, Sharp Displays, Tightrope Media Video Systems, Dell Servers, Apple iOS, Windows, Broadband Networking, Analog / IP Phone systems and Premise Cabling



Matt Lackner | Solutions Engineer

- Industry Experience Since 2008
- Certifications: Bosch Master Technician, DMP Certifications: Entre' & Intrusion and Access Control
- Experience: Bosch, Honeywell Ademco, DMP, GE, DSC, Intrusion systems, 3xLogic, Hikvision, Axis, Bosch and March Networks Video Systems, Pacom, Honeywell, DMP, Bosch, OpenOptions card access systems



Matt Ruddy | Associate Solutions Engineer

- Industry Experience Since 2018
- Certifications: Tesira Forte, Epson BrightLink, BrightLink Pro, BrightLink INterative/ProwerLite Install, Creston Toolbox/Audio Tech, Harman Audio/Video and Network, Dante Level 1 and 2, Shure Integrated Systems level 1 and 2 and QSC Level 1 and 2 certified

SERVICE RESOURCES



Cody Tazarek | AV Technician

- Industry Experience Since 2011
- A.A.S in Electrical
- Certifications: Electrician/PLT
- Experience: High and Low voltage cable



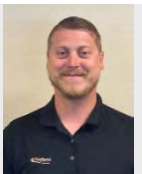
Gavin Laine | AV Technician

- Industry Experience Since 2020
- Certifications: Extron AV Associate and Q-SYS Level 1
- Experience: QSC, Q-Sys, Crestron, Extron, and Audio Enhancements



Jake Erickson | Physical Security Technician

- Industry Experience Since 2002
- Registered Unlicensed Minnesota Power Limited Technician. Certified OSHA 10
- Certifications: Splicing/Terminating Fiber Optic Cables. Completed Biamp Level 1
- Experience: Physical Security, Voice and Data and Cabling



Jared Adams | AV Remote Support Specialist

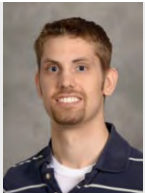
- Industry Experience Since 2018
- Certifications: Crestron Programming 201, Crestron NVX Certification, Biamp, Extron Level 1, Axis Camera, Avigilon, Ava Camera, OpenPath Installer/Programmer


Josh Kirt | AV Systems Programmer

- Industry Experience Since 2000
- A.A.S. Degree in Network Support and Administration
- Certifications: CCP (Certified Crestron Programmer), DMC-E (Digital Media Certified Engineer), CTI-Fusion-P (Crestron Fusion Programmer), DM-NVX-N (Crestron Digital Media Networking), CTS (Certified Technology Specialist) and PLT Licensed
- Experience: System Engineering and Design, Control System Programming, AV/Physical Security Networking and Design, DSP Programming, Cisco/Webex Telepresence Systems, AV/Physical Security Systems Installation and Troubleshooting


Ken Walters | Physical Security Technician

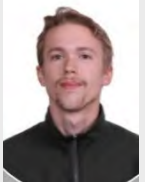
- Industry Experience Since 1987
- Registered Licensed Minnesota Power Limited Technician
- Certifications: March Networks R5 and Command Enterprise. Avigilon Video Recording. Milestone. Axis IP Camera Solutions. Razberi Servers, Chief mounting
- Experience Viking Paging, Bogen Paging, Leviton, Hubble, Panduit, Winic Cameras, Ubiquiti Wireless Devices, HauteSpot Wireless Devices, Meraki and Netgear Switches, Sharp Displays, Tighrope Media Video, Valcom Paging, Telco


Kyle Primus | AV Lead Technician

- Industry Experience Since 2013
- B.S. Degree in Music Technology
- Certifications: Audinate Dante Level 3, Biamp Tesira FORTE, Biamp Tesira Server, Biamp VoIP Level 1, Biamp Audia Biamp Nexia, Biamp Vocia, Chief, Crown DCI, InfoComm AV Technologist and Technology Specialist, QSC Q-SYS Level 2, Symetric Symnet Composer, Shure Microflex Advanced and Williams Sound Inductive Loop. Extron AV Associate, Mersive Solstice Deployment, QSC Video 101, Planar Carbonlight Certified Installer, Shure Integrated Systems Level 2, Shure Networking and registered Unlicensed Minnesota Power Limited Technician.
- Experience: BSS Audio DSPs, Biamp Audio DSPs, QSC Audio DSPs, Symetrix Audio DSPs, Extron Audio DSPs, Crestron Audio DSPs, Creston Video Systems, Extron Video Systems, Cisco Telepresence Systems, Polycomm Telepresence Systems, Crestron Telepresence Systems, Biamp and Bogen Paging Systems


Roger Alcorta | Physical Security Technician

- Industry Experience Since 1994
- Certifications: Communications-Electronics Installers Course, Certified Sam Sung Telephone Advanced Networking, Certified Inter-Tel Advance Networking, Certified March Networks Edge Devices, Certified March Networks 8000 Series NVR Initial Setup, Certified Razberi Technologies Training


Tanner Bullock | AV Remote Support Specialist

- Industry Experience Since 2022
- Certifications: CTS, Dante Level 3, Extron AV Associate, Extron Control Specialist, OSHA 30Hr Construction Safety, Q-SYS Level 1
- Experience: Crestron, Cueserver, Extron, Polycom, QS


Tyler Stohl | AV Technician Lead

- Industry Experience Since 2011
- B.S. in Business Administration
- Certifications: Valcom IP Systems, Crestron NVX Design and Networking, Microsoft Certified Professional
- Experience: Crestron AV Systems, Ubiquiti Networking Solutions, Extron AV Distribution, Atlona, QSC Audio, Microsoft Desktop Support, AV Over IP Design and

Configuration, IC Realtime Certified Technician, Cisco, Polycom Telepresence, Crestron Airmedia, Crestron Lighting and Shade Installation/Design, Barco, Hikvision, Dahua, Vaddio, IP CCTV Network Configuration, Custom Mount Fabrication



Will Asplin | AV Consulting Systems Engineer/Programmer

- Industry Experience Since 2013
- B.S. in Show Production
- Certifications: Extron Control Professional, QSC Q-Sys Level 1, Osha 10, Christie Laser Illuminated Projector - Class 1 Risk Group 3 Installation, Biamp Terisa Forte and Chief Mounts
- Experience: System Engineering and Design, Advanced QSC Q-Sys Programing, LUA Scripting, AV Network Programming, Extron DSP, Crestron DSP, Shure DSP, Ease Focus 3, Cisco Video Room Systems, Extron Video Systems, Crestron Video Systems, Barco CSE and CX Series Wireless systems

PROJECT MANAGEMENT TEAM

TEAM LEADERSHIP

**Glenn Middlekauff | Chief Service and Automation Officer**

- Industry Experience Since 1990

**Jen Miller | Director of Project Management Office**

- Industry Experience Since 2014

**Brian Larson | Manager of Project Management Office**

- Industry Experience Since 1993
- Associates Degree in Electronics Communications
- Certified: ITIL Foundation
- Experience: IT Management, Project Management, Program Management, Infrastructure (Voice and Data) Design and Implementation
- Enterprise Voice and Data Infrastructure, Cisco Unified Communications/Contact Center Design Focus

**Sara Dixon | Manager of Project Management Office**

- Industry Experience Since 1996
- Associates Degree in Layout and Production Art
- Experience: Enterprise Voice and Data Infrastructure with an emphasis on security, WAN design and implementation, UCaaS, Wi-Fi, DDoS, M365, BaaS and Project Management

**Chaz Cox | Supervisor of Project Management Office**

- Industry Experience Since 2020
- B.S. Degrees in Construction Management, Safety Management and Drafting, Planning & Design
- Certified: PMI - CAPM
- Experience: Project Management and Data Infrastructure
- Data Project and program Management Focus

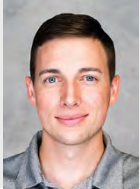
**Dave Ruddy | Supervisor of Project Management Office**

- Industry Experience Since 1982
- Experience: Client Relationship Building, Project Management, Sales and Account Management, Virtual Meetings, Training and Distance Learning, Technical and Administrative Team Development and Training, Audiovisual Design and Integration



Don Vinge | Supervisor of Project Management Office

- Industry Experience Since 1992
- Experience: Implementation Program/Project Management, Business Process Improvement, Lean Six Sigma, Telecom, VOIP, LAN, WAN, Security, Wireless Enterprise Data Infrastructure Project Focus



Jay Hartmann | Supervisor of Project Management Office

- Industry Experience Since 2017
- B.S. Degree Construction Project Management
- Experience: Project Management, Process Management, Scheduling Management
- Managed IT Project Focus



Jeff Brott | Supervisor of Project Management Office

- Industry Experience Since 1994
- B.A. Degree in Business Administration and Industrial Relations
- Experience: Carrier Services Sales and Project Management, Network, Voice and Data Customer Premises Equipment Installations and ERP Software and Systems Installations
- Voice, Audio Visual, Physical Security and Enterprise Project and Program Management Focused



Jackie Lommel | PMO Intake Project Manager

- Industry Experience Since 1991
- A.A.S. Degree in Computer Technology
- PMI Project Management Professional (PMP Certification)
- Experience: Managing AV/Physical Security Technology - Board Rooms, Conference Rooms, Paging and Sound Masking, Digital Signage, March Networks Security Surveillance, Cisco Telepresence, IT Infrastructure, Software Development, Hardware and Software Procurement

PROJECT MANAGERS



Billi Dale | Data Project Coordinator

- Industry Experience Since 2022
- Associate of Liberal Arts (A.A. Degree)
- Experience: Project Management, Customer Service, and Account Management



Brandi Craig | Project Manager

- Industry Experience Since 2001
- B.S. Business Administration Degree
- CompTIA Security+ Certification
- Experience: Project Management, End User Training, Hardware & Software Support



Dawn Paa | Project Manager

- Industry Experience Since 1994
- A.A.S. Degree
- Emphasis in Mitel 5000 and 3300 Platforms, Mitel Applications and End User Training
- Experience: Project Management with an emphasis in Mitel on-prem and Cloud based platforms and Cloud-base VAAS. Mitel applications and end user training

**Eric Karstens | Project Manager**

- Industry Experience Since 2000
- Alexandria Technical and Community College – Computer Programming
- Experience: Project Management, Phone System (Hosted and Physical) Design and Implementation, Infrastructure (Voice and Data) Design and Implementation
- Design, program, install, train on: Cat5 Cat6 and fiber cabling, network gear (firewall, switch, APs), overhead music and paging systems 24V and 70V, cellular enhancement equipment, telco consultation and coordination
- Project Management, Hosted Phone System Design and Implementation Focus

**Garrett Mell | Project Manager**

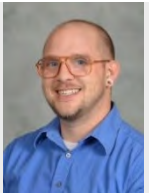
- Industry Experience Since 2014
- Experience: Project Management, Process Management, and Client Services
- CMIT Project Focus

**Gentry Middendorf | Project Manager**

- Industry Experience Since 2023
- B.A. in Organizational Leadership
- Project Management, Process Management

**Joe Clewell | Project Manager**

- Industry Experience Since 2000
- Experience: Cisco, Crestron, Bi Amp, Extron, AMX, Clear One, Polycom and Video Wall Installations

**Joshua Baker | Project Manager**

- Industry Experience Since 2015
- A.A.S. Degree in Computer Systems Technology and B.S. in Information Technology Management
- Experience: Project management, Documentation and Technical Writing, Employee Software and Services Training, Server/Workstation Support, Software Support, Firewall/Networking Support, Service Desk/Support Desk Implementation and Management

**Karen Keys | Project Manager**

- Industry Experience Since 2008
- B.A. Information Management Degree
- Certified Scrum Master (CSM)
- Experience: Project Management, Cisco and Meraki LAN/WAN, Meraki Wireless, and Polycom, Cisco, and Mitel VOIP

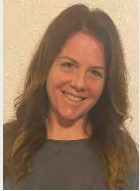
**Kelly McKernan | PMO Intake Project Manager**

- Industry Experience Since 1995
- Experience: Project Management, Product Implementations, Back Office Operations, Data Technologies, Security, End User Training, WAN Services, LAN Support and Support Desk



Kira Moe | Project Manager

- Industry Experience Since 2016
- A.A.S. Degree
- Experience: Project Management, Scheduling Coordination, Customer Service, Relationship Management, Data and Voice



Lacey Kirwin | Project Manager

- Industry Experience Since 2005
- Experience: Project Planning and Management, Software support, End User Training



Malik Whit | Project Manager

- Industry Experience Since 2005
- B.S. Communication Sciences
- Certified Scrum Master (CSM)
- Experience: Project Management



Mason Carpenter | Project Coordinator

- Industry Experience Since 2023
- B.S. in Business Administration and B.S. in Biology
- Experience with Project Management and Coordination for networking and data center projects



Megan Lefler | Project Coordinator

- Industry Experience Since 2022
- B.A. in Psychology
- Certified Associate in Project Management (CAPM)
- Experience with Project Management, Coordination, and Management



Pam Reuter | Project Manager

- Industry Experience Since 1998
- B.A. Degree
- Experience: Project Management, Design and End User Training on the MiVoice Business, MiVoice Office, NuPoint Voicemail, ESNA Voicemail, MiCollab and UCaaS



Paul Herzberg | Project Manager

- Industry Experience Since 1978
- Experience: Cisco training, Solutions Sales Training, Cisco Router/LAN/WAN Configuration Network/OSI/TCP/IP, AC/DC Pre-Requisite Training, Microsoft Word 1 & 2, Excel 1 & 2, Access 1, and PowerPoint



Sarah Warnert | Project Manager

- Industry Experience Since 2017
- Bachelor of Science in Mass Communications
- Experience: Work Order Coordination, Project Management, Management



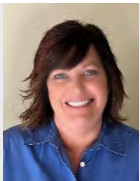
Shawn Cox | Project Manager

- Industry Experience Since 2006
- Experience: IT Management, Project Management, and IT Infrastructure (LAN and WAN)
- Data and Enterprise Project Focus



Stacey Brose | Project Manager

- Industry Experience Since 1989
- B.A. Degree
- Project Management Certification
- Experience: Project Management, Telephony, End User Training, PBX Systems Design and Carrier Network Design



Stacey Eustice | Project Manager

- Industry Experience Since 2010
- Bachelor of Science Degree in Business Administration, Management and Operations
- Certified: SharePoint Administrator, Access Administrator, M-Files Administrator
- Experience: Project Management, Business Analyst, Master Scheduler, Supervisor



Sue Fonteyn | Project Manager

- Industry Experience Since 1993
- Experience: Project Management, IT Infrastructure (Voice, LAN and WAN). Traditional and IP Voice design, implementation and support. Ordering and Provisioning Voice and Data services
- Azure Cloud, Data Projects, Enterprise Project deployments Focus, Unify IT, and Project Focus



Zachary Kelash | Project Manager

- Industry Experience Since 2006
- Diploma in Electrical Construction
- Certified: PLT Licensed
- Experience: Project Management, Infrastructure (Voice, Data & A/V) Implementation

Audio Visual Support Services

Simple.
Secure.
Better.



AUDIO VISUAL SUPPORT SERVICES

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1. AUDIO VISUAL SOLUTIONS

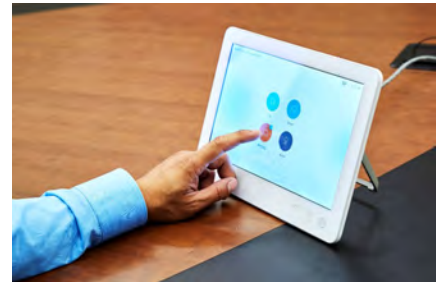
Marco has provided Audio Visual solutions since 2002 including the following:

A. Audio and Video Conferencing

- **Teleconference** – We use high-quality, in-ceiling or tabletop microphones and speakers to ensure clear audio for all parties. We pair these products with easy-to-use touchscreen dial pads.
- **Video Conference** – We cover computer software-related (cloud) and hardware-related video conference solutions. Combined with the audio products, we can optimize your meetings to show facial expressions. Clear audio and video give a “live” experience

B. Meeting and Training Spaces

- **Meeting Room Solutions** – Whether it’s a four or 20-person meeting room, we offer configurations to fit any size. Try auto screen on and off, auto switching, wireless sharing and much more.
- **Training Room Solutions** – Seeing the content and hearing the message are key for any presentation. We use multiple screen formats, including video walls, to display your content large scale. We add appropriate microphone and speaker systems so every participant hears the clear message



C. Paging and Sound Masking

- **Paging** – From single to multi-building paging, we deliver audio into all rooms or cubicles. Delivering a page becomes as easy as picking up the phone. Configure pre-recorded messages to prevent missed information.
- **Sound Masking** – Let us drown out the loud person two cubes down. Our sound masking systems will keep the cross-talk to a minimum, so you can stay focused on your tasks.

D. Digital Signage

- **On-premise Signage** – These screens and equipment feature customized messaging, weather alerts, scrolling text, tickers, RSS feeds, cable TV or whatever content fits your signage needs.

We will work with you to find the best Audio Visual solution for your needs. Our services can help connect you with customers and your employees.

We offer personalized Statements of Work and project management strategies to achieve your business goals.

2. DEDICATED SUPPORT TEAM

The following team of experts is dedicated to providing installation, programming and support services to ensure a successful implementation:

Technology Advisor	Single point of contact dedicated to your account
Sales Manager	Escalation contact for sales-related issues
Sales Director	Manages and escalates pricing, support, post and pre-sales issues, maintains the day-to-day manufacturer-customer relationship
Solutions Sales Consultant	Work in conjunction with sales team to perform discovery calls, walkthroughs, client demos and presentations; coordinate with engineering team to provide necessary information for solution development
Consulting Solutions Engineer	Offers expert recommendations on the best products and solutions to fit customers' needs
Project Manager	Schedules meetings, creates timelines, manages implementation services, etc.
Service Manager	Manages service team members/engineers, escalation contact for service-related issues
Installer/Programmer	Provides equipment installation, software programming, and training
Service Technician	Provides on-site service and preventative maintenance
Client Services	Provides basic phone support, routes service calls to Support Desk remote technical support or dispatches a technician for on-site repair
Support Desk	Fields print-related service calls, works remotely to remediate and resolve the issue

A. Support Desk

As an optional solution, you can receive expertise from both hardware and network technicians with a live-call answer. Hardware technicians work directly on your equipment to solve hardware malfunctions. Marco's support team consists of technicians who work remotely on client networks. If a service request escalates, the support team receives help from Marco's service managers.

B. Certified Systems Engineers and Technical Representatives

Marco has over 650 factory-trained, certified systems engineers and technical representatives who go on-site and serve our customers throughout the nation. Customers will have dedicated technicians assigned to them based on geography and machine type. Marco has built solid relationships with its vendors over the past 51 years. We have the product experience, technical expertise and resources needed to provide the best solution, successful implementation and ongoing service/maintenance. Marco's professional certifications can be found on our website at <https://www.marconet.com/about/why-marco/professional-certifications>.

3. IMPLEMENTATION PROCESS

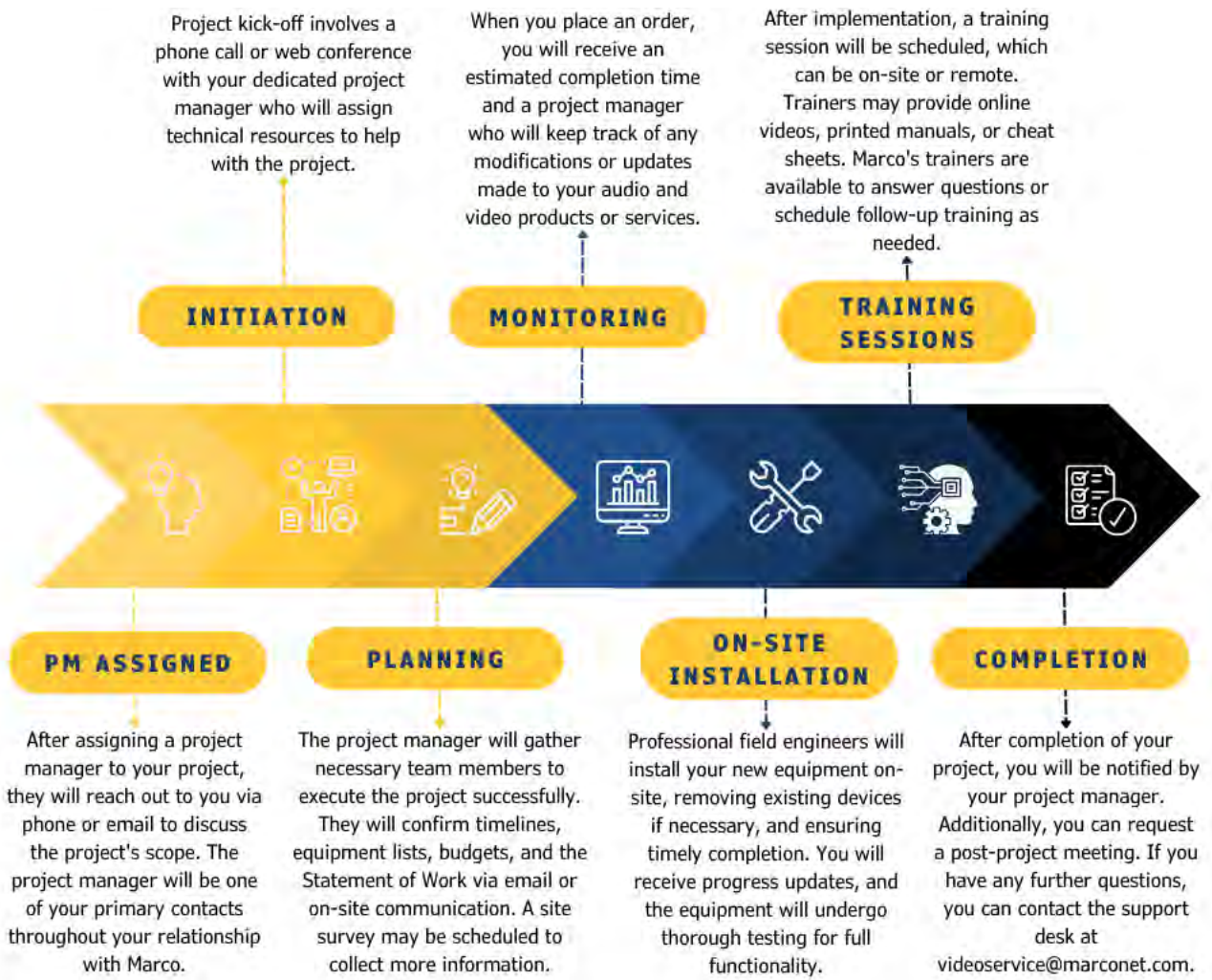
Marco's project implementation plan is a systematic and detailed planning guide for your entire installation. The plan breaks the process into measurable components. Our experience has taught us the difference between what looks good on paper versus the expertise needed to professionally complete the project. Our detail-oriented engineers and results-focused project managers facilitate the successful solution deployment, regardless of the project's scope or size.



Aside from the physical assembly and installation of the project's associated equipment, we govern ourselves by four phases. We believe each phase is necessary to ensure the proper implementation of your network solution:

- **Phase 1.** Marco's certified system engineers will perform a system/network analysis to ensure accuracy and completeness of the proposed solution's ability to capture the required needs.
- **Phase 2.** The detailed plan is created and approved by the customer. Any changes that occur during the project are managed via a formal change order process. The project manager facilitates the approved change order, ensuring its consistency with the customer's requirements.
- **Phase 3.** Marco preps for implementation by staging the equipment. The AV/PhySec hardware (e.g. monitors, consoles, cameras, etc.) is delivered, installed and tested. If any changes are made to the system configuration by the customer during this period, they are accepted via the formal change order process and implemented.
- **Phase 4.** The implementation is performed. Once completed, the project is placed under the standard service warranty period and handed off to the service department. Documentation is completed to capture the changes made to the network, and the transition is made from the project team to the service team.

A. Implementation Milestones



B. Training

Training is provided for basic system usage and functionality of your solution. Training sessions for key operators are scheduled within a reasonable time frame after the solution is commissioned and may be provided on-premise by a certified systems engineer, systems programmer or field service engineer upon completion of project installation.

WebEx training is available to give your staff the best learning experience no matter their location. The session can be recorded and turned over for future staff development or refresher purposes. This will maximize the value and longevity of the original training.

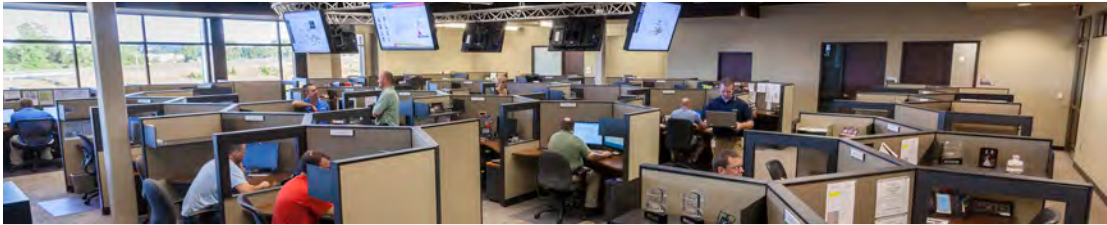
To help you and your staff feel comfortable using your new solutions(s), the training is designed to be as concise and comprehensive as possible. Training is recommended for two to four people, who will be responsible for training additional users. There are a variety of training options: online videos, printed manuals, FAQ's, cheat sheets, and more. Marco's engineers are available for any questions or to schedule follow-up training as needed.

4. SERVICE/MAINTENANCE

A. Service Hours

Marco’s service hours are from 8:00 a.m. to 5:00 p.m., Monday through Friday, excluding our published holidays*, with 24-hour emergency support available.

*Marco’s published holidays include: New Year’s Day, Good Friday (close at 12:00 p.m.), Memorial Day, Independence Day, Labor Day, Thanksgiving Day, Friday after Thanksgiving, Christmas Eve, Christmas Day and New Year’s Eve (close at 3:00 p.m.).



B. Service/Maintenance Requests

To place a service request, you can contact Marco’s client support desk support at 320.259.3098, or 800.847.3098, email requests to videoservice@marconet.com or use our online service request process through our **client center** at portal.marconet.com.

C. Response Time

Upon placing a service request, you will receive the following support:

- Your service call will be answered live 95% of the time by a member of our client success team, or you will receive follow-up within 15 minutes.
- If your service request is deemed network-related, you will be transferred to our support desk team, who will work remotely to remediate and resolve your issue.
- If on-site service is required, a certified technician will be dispatched and establish an on-site arrival time.
- Once the issue has been resolved, an email notification is sent to the designated end user.

Service Level Targets

PRIORITY LEVEL	CLIENT SERVICES RESPONSE <small>Receive confirmation of request</small>	TECHNICIAN RESPONSE	MARCO MANAGER NOTIFIED <small>Based on technician diagnosis</small>	ESCALATE TO MANUFACTURER	RESOLUTION & FOLLOW-UP
Standard Service	2 Business Hours	8 Business Hours	Upon Request	As Required for Resolution	Weekly

D. Service Escalation

Occasionally circumstances arise where our normal service procedures may not provide you the response you may require. In these rare circumstances, we ask that you contact Marco's service leadership at:

Michael Meemken, Service Manager

Phone: 800.847.3098 x6985

Email: michaelm@marconet.com

Brian Larson, Manager of Project Management Office

Phone: 800.847.3098 x6955

Email: brian.larson@marconet.com

Chuck Burt, Director of IT Service

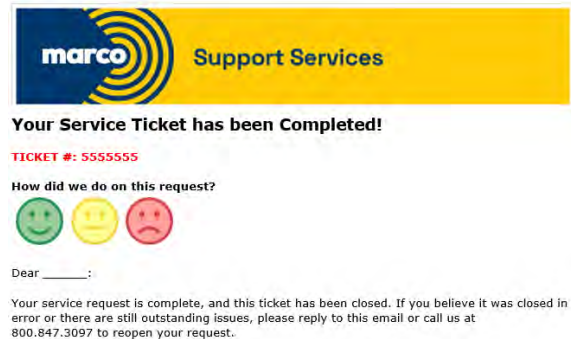
Phone: 800.847.3098 x8447

Email: chuck.burt@marconet.com

Once the issue has been resolved, an email notification is sent to the designated end user.

E. Service Call Survey

Feedback is very important to Marco and the information received from our customers is used to resolve any issues, make improvements and enhance our support services. After each service ticket is closed, a follow-up survey is emailed to the end user. Marco's Care Team supervisor reviews the survey results and contacts customers who provided a neutral or negative response. Marco's service call survey has a positive average rating of 94.9% for the past 12 months.



5. CLIENT CENTER

Marco's Client Center (<https://portal.marconet.com>) is designed to save you time. We've created a better way to shop, resolve technology issues, stay informed, get tips, and much more. Discover the client-rich features with access to reports and customer specific data including, but not limited to:

- Place and track service calls
 - View pending and cleared service details and technician notes
- Billing status
- Access to Marketplace
 - Create customized personal or company favorite lists for easy, repetitive orders
 - Browse through our online catalog for printers, laptops, accessories, supplies and more
 - Manage cloud subscriptions
- Submit client surveys

MARCO'S IMPLEMENTATION PROCESS OVERVIEW

At Marco, we believe that implementing a sophisticated technology system is a team effort. We have developed and refined the project management concept—down to the smallest details. Our strategy ensures an efficient and successful installation. By working together with our customers, we determine the best approach to installing your new system with efficiency, quality and sensitivity to the needs of your daily operations.

Marco's project management process was developed by project managers and leaders who know the implementation experience from both the customer's and the installer's perspectives. You can be assured that no matter the scope of your project, Marco will deliver proven results.



MARCO'S PROJECT MANAGEMENT APPROACH

Marco's project management methodology is based on the Project Management Institute's Project Management Body of Knowledge, the industry standard. Because technology needs are unique based on diversity of solutions and the industries adopting them, our methodology has been further focused to take this into consideration. Our expertise has been thoroughly developed and tested by implementing large and complex data systems for universities, hospitals, government facilities, hotels, and other businesses. Marco's intent is to build a system capable of fluidity, to support future growth and the ever-changing technological advancements within the information technology industry.

Our purpose is to ensure that we correctly identify your needs and create a solution based on those needs. We adhere to best business practices throughout the installation process, thereby greatly reducing or eliminating network degradation or system outages. We enhance this process with our rapid repair capabilities, which minimize interruptions of productivity for your organization.

The Marco implementation plan provides a wide range of installation and management activities in the following areas:

- Installation management
- Site visits/walkthrough
- Project meetings and reports
- Risk and communication management
- System engineering
- Comprehensive testing
- Admin training and user support
- Cutover support

Marco's project implementation plan is a systematic and detailed planning guide for your entire installation. The plan breaks the process into measurable components. Our experience has taught us the difference between what looks good on paper versus the expertise needed to professionally complete the project. Our detail-oriented engineers and results-focused project managers facilitate the successful solution deployment, regardless of the project's scope or size.

Aside from the physical assembly and installation of the project's associated equipment, we govern ourselves by four phases. We believe each phase is necessary to ensure the proper implementation of your network solution:

- **Phase 1.** Marco's certified system engineers will perform a system/network analysis to ensure accuracy and completeness of the proposed solution's ability to capture the required needs.
- **Phase 2.** The detailed plan is created and approved by the customer. Any changes that occur during the project are managed via a formal change order process. The project manager facilitates the approved change order, ensuring its consistency with the customer's requirements.
- **Phase 3.** Marco preps for implementation by staging the equipment. The AV/PhySec hardware (e.g. monitors, consoles, cameras, etc.) is delivered, installed and tested. If any changes are made to the system configuration by the customer during this period, they are accepted via the formal change order process and implemented.

- **Phase 4.** The implementation is performed. Once completed, the project is placed under the standard service warranty period and handed off to the service department. Documentation is completed to capture the changes made to the network, and the transition is made from the project team to the service team.

MARCO'S PROJECT MANAGEMENT TEAM

At the heart of every Marco installation is the project team. Since every business is different (based on industry, size, complexity of environment, etc.), we tailor our project teams to fit the skillset required for effective implementation of the solution. This facilitates continuity, attention to detail and the project knowledge necessary to assure a smooth implementation.

The project manager is responsible for the successful execution, management and coordination of the various activities outlined in the scope of work. With the Marco project manager acting as your point of contact, you will have access to Marco personnel for consultation and require information related to the implementation of the system. We will interface with your teams and associated software vendors to ensure that the system is installed and functions as represented.

With years of experience in project management, Marco will manage your implementation professionally and will be responsive to your needs. This expertise is a vital reason to choose Marco as your technology partner.

Marco's project team will be assigned upon award of contract. Upon assignment, the project team will review and internally discuss expected delivery dates, equipment configuration, the plan for implementation, etc. The project kick-off meeting will be a collaboration with you to ensure all expectations in the project scope are identified and agreed upon. Weekly project update meetings will reference progress on the project plan to keep all stakeholders informed and keep the project moving as expected.

SYSTEM ADMIN TRAINING

System admin training is a Marco engineer to customer IT staff member/engineer orientation and overview. This training is an integral part of Marco's system implementation plan. Marco has assisted thousands of businesses to perform their jobs more productively through the effective use of Marco technology systems. The main objectives of this program are as follows:

- To assure the transition to the new system is as smooth and organized as possible.
- To assure total understanding, confidence and acceptance of the system.
- To assure all benefits are fully realized through maximum utilization of the system's many features and capabilities.

Admin training may be provided on-site or remote, one-on-one or with multiple admins. Training may include, but is not limited to, basic implementation, troubleshooting and maintenance.

SYSTEM CUTOVER SUPPORT

The project team assigned to you will provide additional support following system implementation. During this time, they will be available to answer questions and provide individual attention as needed. Your project manager will work closely with your main point of contact to prepare your users for the implementation of the new system. Once implementation is finished, your project will transition to the Marco support team.

Audio Visual Service Request Process



Place service request by emailing:
videoservice@marconet.com

OR

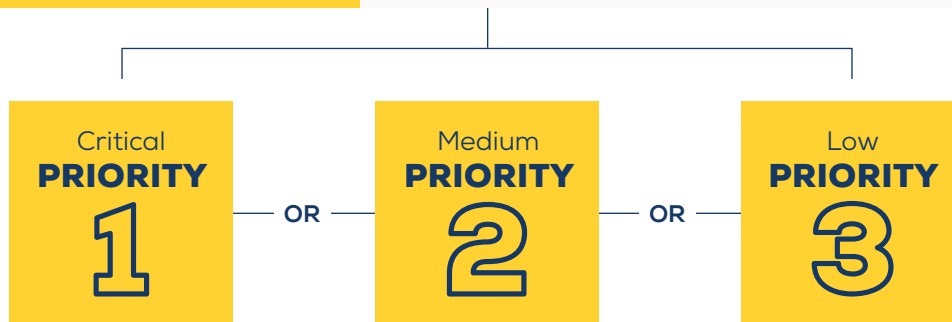


Place a service request by phone:
800.847.3098 Option 1 | Option 4



CLIENT SERVICES

- Live answer queue
- Priority determined
- Gather support info
- Service ticket created



SUPPORT DESK REMOTE SUPPORT

Call queued as a pop-up screen with customer and ticket information remote solution if possible.



SERVICE TECHNICIAN

Technician scheduled on-site for service remote resolution if possible.



COMPLETION & FOLLOW-UP

Client is notified of resolution.

Audio Visual Service Request Process



SERVICE REQUEST ESCALATION

Occasionally circumstances arise where our normal service procedures may not provide you the response you may require. In these rare circumstances, we ask that you contact the following Marco employees:

Michael Meemken, Audio Visual Service Manager
800.847.3098 x6985 | michaelm@marconet.com

Jesse Anderson, Physical Security Service Manager
800.847.3098 x1165 | jesse.anderson@marconet.com

Sara Dixon, Manager of Project Management Office
800.847.3098 x1993 | sara.dixon@marconet.com

Chuck Burt, Director of IT Service
800.847.3098 x8447 | chuck.burt@marconet.com

PRIORITY LEVEL	CLIENT SERVICES RESPONSE Receive confirmation of request	TECHNICIAN RESPONSE	MARCO MANAGER NOTIFIED	ESCALATE TO Mft. Based on technician diagnosis	RESOLUTION & FOLLOW-UP
Standard Service	2 Business Hours	8 Business Hours	Upon Request	As Required for Resolution	Weekly



AUDIO ENHANCEMENT OVERVIEW AND PRODUCT LITERATURE

1. Audio Enhancement Audio Solutions
2. Audio Enhancements Education Solutions
3. Audio Enhancement Warranty
4. Audio Enhancement Price List for July Dec 2024
5. BEAM Pro Specifications
6. CA-70 Amplifier Receiver
7. CS-12 Ceiling Speaker
8. EduCam360
9. EPIC System
10. EPIC Head End Server
11. EPIC Kiosk
12. Interactive Touch Controller
13. MS-375 Network Interface
14. MS-700 Optimum Amplifier
15. SAFE System
16. XD Receiver
17. XD Solo Wireless Sound System
18. XD Student Handheld Microphone
19. XD Teacher Microphone



AUDIO SOLUTIONS

Audio Enhancement, Inc. was founded on the belief that learning begins with hearing. Classroom audio is at the core of everything we do. Each Classroom Audio System delivers the teacher's natural voice and multimedia audio to every student in the room at an enhanced, soothing volume. Our flexible Classroom Audio Systems can be used in any learning environment.

HOW AUDIO SOLUTIONS WORK



SPEAK

Wireless microphones provide hands free instruction and boost student confidence to speak up and participate in class.



DISTRIBUTE

Revolutionary audio technology distributes sound throughout the classroom to amplifiers and speakers.



HEAR

Powerful sound technology helps students hear anywhere in the classroom and supports dynamic multimedia lessons.

Audio Solutions HIGHLIGHTS

PORTABLE AUDIO SYSTEMS

Our BEAM and other portable Audio Enhancement Solutions are designed to work effortlessly with our classroom audio microphones. This allows teachers to instruct anywhere in the room, while still delivering quality intelligible audio.



XD TEACHER AND HANDHELD MICROPHONES

The XD Handheld and Teacher Microphones are lightweight, simple to use. In addition to distributing voices, the teacher microphone can control the amplifier and initiate a silent alert signal.



INSTALLED AUDIO SYSTEMS

With solutions to distribute sound and provide hands-free instruction, Audio Enhancement's Audio Solutions give classrooms and teachers a robust system that can be customized to fit specific needs.



"The sound system is just amazing! I am already feeling the effects of not having to speak any louder than a normal talking voice when I teach and my students feel like I am always within range. Their attention has increased tenfold."

- Kim Edwards, Teacher from Mark West Union School District in California

LEARN MORE about how
AUDIO SOLUTIONS CAN ENHANCE LEARNING

VISIT www.AudioEnhancement.com or CALL 800.383.9362



EDUCATION

Solutions

Learning Begins with Hearing

BENEFITS of AUDIO ENHANCEMENT

Audio Enhancement® was founded by a mother who needed a solution to an important problem: her two hard-of-hearing sons couldn't hear their teachers. She wanted to maximize their learning and give them every educational opportunity they deserved. She designed a sound system for their classrooms, since a product was not available on the market at the time. What started out as an effort to help her own children quickly became something much bigger. Audio Enhancement evolved with the help of innovative educators to provide integrated solutions for school safety, teacher development, and communication for schools and districts.



EFFECTIVE LEARNING WITH CLASSROOM AUDIO

Classroom Audio Systems effectively distribute the teacher's voice throughout the classroom, ensuring that each student can hear with clarity. Additionally, features like the Handheld Microphone and Mic360® promote student engagement and active participation during discussions. These systems offer numerous benefits, including heightened student focus, improved on-task behavior, reduced vocal strain for teachers, and enhanced clarity of instruction.



EFFICIENT COMMUNICATION WITH EPIC SYSTEM

Audio Enhancement's EPIC (Education Paging and Intercom Communications) System® simplifies school and district wide communication, offering reliable and efficient communication between administrators, teachers, and students through the school's IP network. With EPIC, it's easy to establish paging zones, customize alerts and bells, and use hands-free classroom intercoms for full control of the school.



"When we look at teachers being able to amplify their voices, being able to use technology to begin and end class, it just becomes magic."

-Dr. Curtis Jones, Retired Superintendent, Bibb County School District

EDUCATION SOLUTIONS HIGHLIGHTS



PEACE OF MIND WITH THE SAFE SYSTEM

SAFE (Signal Alert For Education) System® provides a comprehensive solution for quick issue resolution in schools. The SAFE Duress Transmitter and teacher microphone's discreet button allows for quicker alerts to first responders, while live video and audio feed from classroom cameras enables efficient handling of incidents of any scale.



EFFECTIVE TEACHING WITH VIEWPATH

VIEWpath (Video Interactive Education Window)® empowers teachers to improve their teaching skills with teacher-controlled recordings and cameras. It also provides digital learning opportunities anytime, anywhere, improving evaluations, coaching, and professional learning communities.



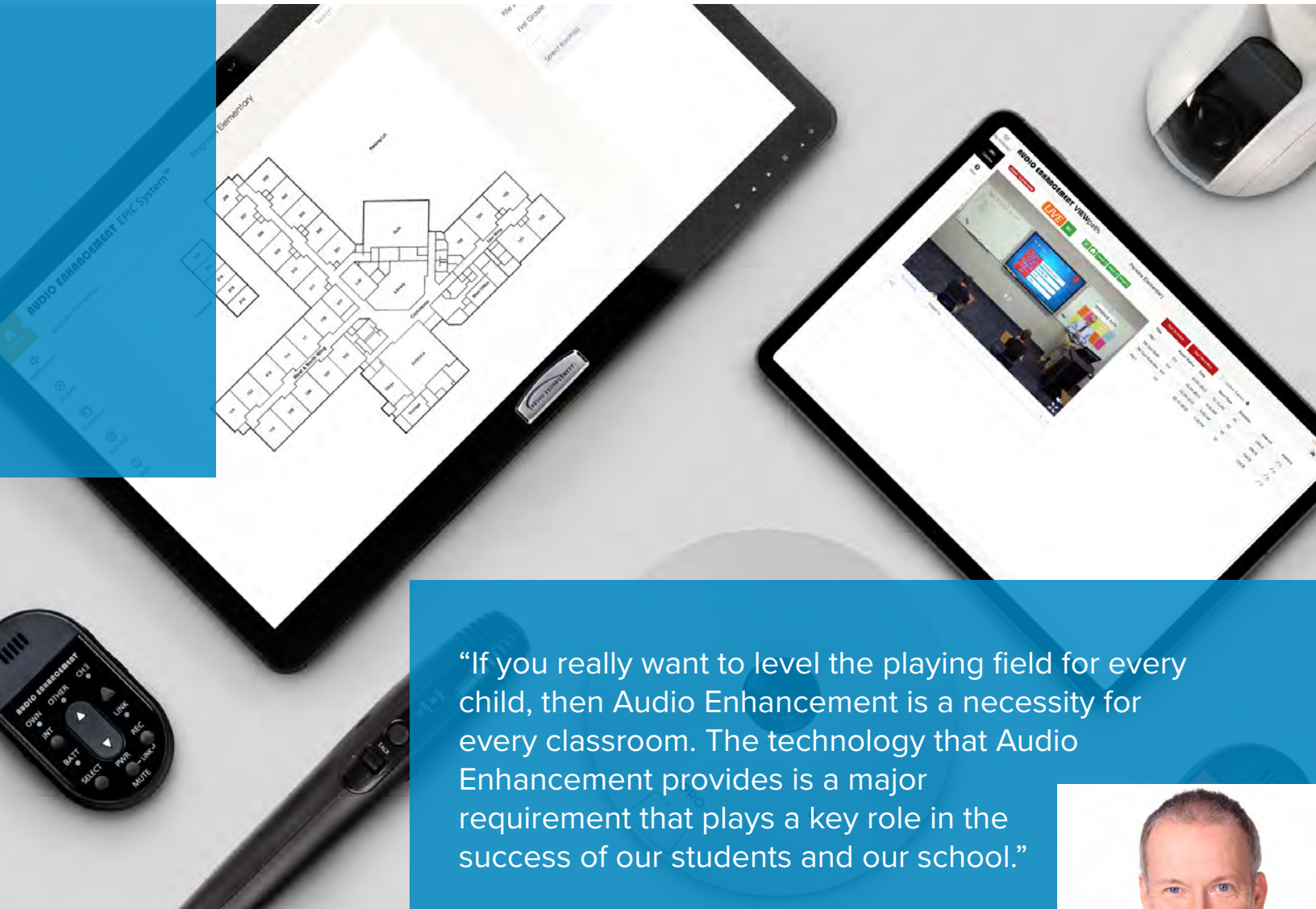
PROFESSIONAL DEVELOPMENT TRAINING

Audio Enhancement® takes pride in offering exceptional professional development training for all our systems and products. Our training is thoughtfully crafted to empower you to maximize the benefits of our solutions with ease and confidence.



AUDIO ENHANCEMENT +

Est. 1978



"If you really want to level the playing field for every child, then Audio Enhancement is a necessity for every classroom. The technology that Audio Enhancement provides is a major requirement that plays a key role in the success of our students and our school."

- **RON CLARK,**
Founder of Ron Clark Academy,
Atlanta, GA



Making a difference in education since 1978

LEARN MORE, VISIT AUDIOENHANCEMENT.COM OR CALL 800.383.9362



Warranty

Audio Enhancement will continue to support remotely with issues at no charge for 1 year following the successful commissioning of the project. Each device holds its own warranty against manufacturer defects for the time periods below.


- EPIC System Kiosk – 1 Year
- EPIC System Paging Microphone – 1 Year
- EPIC System Server – 3 Years
- Sentinel Amplifier – 5 years
- MS-600 Amplifier- 5 years
- MS-700 Amplifier – 5 years
- MS1000 Amplifier – 5 years
- Teardrop Microphone- 5 years
- Handheld Microphone- 5 years
- Microphone Chargers – 5 years
- Speakers – 5 years
- Batteries – 90 Days
- XD Receiver- 5 years
- Educam360 – 3 years
- EduCamPTZ – 3 years

Warranty Continued:


All requests for returns must be directed to 800-932-3578 or Support@AudioEnhancement.com. If the request involves a serialized device, the serial number must be provided to process the Warranty request. Once a Warranty request has been processed, it is the end user's responsibility to ship the defective device to Audio Enhancement using the provided return label. If the device is not returned within 30 days, or it is determined that the device ceased working properly due to abuse, misuse, negligence, faulty voltage, or environmental mishaps, an invoice for the replacement cost will be sent to the initiator.


Product Information


All software, manuals, guides, diagrams, and spec sheets can be found at www.AudioEnhancement.com/downloads.

		July - December 2024 Price List Published: 7/1/24 Version: V1 Valid Through: 12/31/24		
If you have any questions or would like a quote, please reach out to your local sales representative				
Product ID	Product Name	Description	MSRP	
Classroom Audio				
Microphones				
ST-XD-9025	XD Teacher Box with Teacher Pendant Microphone	Includes teacher microphone, battery, and charger.	Each	\$ 417.24
ST-XD-9026	XD Teacher Box with Teacher Pendant Microphone	Includes teacher microphone, battery, and charger.	Each	\$ 417.24
ST-XD-9061	XD Teacher Box with Teacher Pendant and Student Handheld Microphone	Includes teacher microphone, student handheld microphone, batteries, and charger.	Each	\$ 806.10
ST-XD-9360	Mic360 Throwable Microphone Ball with XD Teacher Pendant Microphone	Includes Mic360, teacher microphone, battery, and charger.	Each	\$ 745.68
Installed Receivers & Amplifiers				
ST-XD-0601	XD Receiver with 3' Cat6	Includes XD Receiver, mounting hardware and Cat6 cable.	Each	\$ 764.15
AM-3250	MS-700 Optimum Amplifier with Integrated XD Receiver (Requires PoE+)	Includes built in XD Receiver, MS-700 amplifier, Cat6 cable, and mounting hardware.	Each	\$ 3,257.37
AM-3250.P	MS-700 Optimum Amplifier with Integrated XD Receiver with Programming (Requires PoE+)	Includes built in XD Receiver, MS-700 amplifier, Cat6 cable, mounting hardware, and programming.	Each	\$ 3,316.37
AM-3230	MS-600 Optimum Amplifier with Integrated XD Receiver (Requires PoE+)	Includes built in XD Receiver, MS-600 amplifier, Cat6 cable, and mounting hardware.	Each	\$ 3,270.99
AM-3230.P	MS-600 Optimum Amplifier with Integrated XD Receiver with Programming (Requires PoE+)	Includes built in XD Receiver, MS-600 amplifier, Cat6 cable, mounting hardware, and programming.	Each	\$ 3,329.99
ST-AM-8005	MS-500 Optimum Amplifier (Requires PoE+)	Includes MS-500 amplifier and Cat6 cable. Does not include programming.	Each	\$ 2,162.29
ST-AM-8005.P	MS-500 Optimum Amplifier with Programming (Requires PoE+)	Includes MS-500 amplifier, Cat6 cable, and programming.	Each	\$ 2,221.29
AM-3229	CA-70 Sentinel Amplifier with Integrated XD Receiver with Power Supply	Includes built in XD Receiver, CA-70 amplifier, power supply, and mounting hardware.	Each	\$ 1,235.67
ST-AM-9001	CA-60A Sentinel Amplifier with Power Supply	Includes built in XD Receiver, CA-70 amplifier, power supply, and mounting hardware.	Each	\$ 476.04
Portable Systems				
XD-1301	BEAM (XD Microphone, Mount, and Power Supply not Included)	Includes BEAM. Does not include microphones, mount, and power supply.	Each	\$ 1,163.50
XD-1302	Portable Mount with Power Supply for BEAM	Includes mount and power supply.	Each	\$ 199.19
XD-1303	Wall Mount with Power Supply for BEAM	Includes mount and power supply.	Each	\$ 164.32
AC-3076	Cart Mount with Power Supply for BEAM	Includes mount and power supply.	Each	\$ 555.28
XD-1212	BEAM-Pro (XD Microphone and Mount not Included)	Includes BEAM-Pro and power supply. Does not include microphones and mount.	Each	\$ 1,647.62
AC-3008	Portable Mount for BEAM-Pro	Includes mount.	Each	\$ 418.57
AC-3007	Wall Mount for BEAM-Pro	Includes mount.	Each	\$ 239.58
AC-3006	Cart Mount for BEAM-Pro	Includes mount.	Each	\$ 272.09
XD-1100	XD Solo (XD Microphone not Included)	Includes XD Solo and power supply. Does not include microphones.	Each	\$ 2,068.01
PA-0016	Portable Mount for XD Solo	Includes mount.	Each	\$ 239.91
AC-2005	Wall Mount for XD Solo, Set of 2, Black	Includes two (2) wall mounts.	Each	\$ 241.55
Classroom Controls				
XD-0900	CLAUDIA, Classroom Media Station	Includes CLAUDIA.	Each	\$ 1,142.02
XD-0900.P	CLAUDIA, Classroom Media Station with Programming	Includes CLAUDIA and programming.	Each	\$ 1,201.02
Classroom Speakers				
ST-SP-9102	CS-12 Ceiling Speaker, Circle Cut In, Plenum Rated, Set of 2	Includes two (2) CS-12 ceiling speakers.	Each	\$ 301.68
ST-SP-0001	CS-12 Ceiling Speaker, Circle Cut In, Plenum Rated, Set of 4	Includes four (4) CS-12 ceiling speakers.	Each	\$ 603.37
ST-SP-9222	FS-21 Ceiling Speaker, 2x2 Tile Replacement, Plenum Rated, Set of 2	Includes two (2) FS-21 ceiling speakers.	Each	\$ 337.18
ST-SP-9224	FS-21 Ceiling Speaker, 2x2 Tile Replacement, Plenum Rated, Set of 4	Includes four (4) FS-21 ceiling speakers.	Each	\$ 674.36
ST-SP-0102	WS-09 Wall Speaker, Set of 2	Includes two (2) WS-09 wall speakers.	Each	\$ 301.68
ST-SP-0100	WS-09 Wall Speaker, Set of 4	Includes four (4) WS-09 wall speakers.	Each	\$ 603.37
SP-0300	70V Ceiling Speaker, Circle Cut In	Includes one (1) 70V speaker.	Each	\$ 197.18
ST-SP-9351	Pendant Shroud Bundle , Set of 4 (Requires SP-0300)	Includes four (4) pendant shrouds, speaker wire, and four (4) wire rope steel cable fastener.	Each	\$ 885.48
Classroom Wiring Bundles				
CK-4009	Wiring Bundle for MS-500 Optimum Amplifier	Includes speaker wire, 3.5 cable, Cat6 cable, and RS232 cable.	Each	\$ 236.53
CK-4010	Wiring Bundle for CA-30/60/70 Amplifiers	Includes speaker wire and 3.5 cable.	Each	\$ 165.54
CK-4011	Wiring Bundle for MS-600 and MS-700 Optimum Amplifier with Integrated XD Receiver	Includes speaker wire, 3.5 cable, and Cat6 cable.	Each	\$ 224.11
Audio System Components				
AC-0004	18/2 Spooled Speaker Wire Plenum Rated Per Foot, White		Foot	\$ 1.12
AC-1004	Power Supply 24V, 2.5A with Phoenix Connector		Each	\$ 133.10
AC-2032	Mic Holder for XD Student Handheld Microphone		Each	\$ 70.99
NE-1040	Tile Bridge for Amplifiers with Integrated XD Receiver		Each	\$ 36.15

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Product ID	Product Name	Description	MSRP	
NE-2035	PoE Injector (Requires PoE Amplifier or Network Interface)		Each	\$ 126.31
ST-XD-9052	XD Handheld Microphone Bundle for XD Teacher Box	Includes student microphone, battery, and charger.	Each	\$ 425.41
XD-5001	Battery, Li-ON Battery, 3.7V 700 mAh 2.6 Wh, for XD Mics		Each	\$ 56.79
XD-5030	Teacher Box Accessory Kit - XD Charger & Cables - USB-C	Includes charger	Each	\$ 36.55
EPIC System				
EPIC System Headend Components				
EP-0020	EPIC Kiosk	Includes Kiosk, wall bracket, gooseneck microphone, and power supply.	Each	\$ 2,718.45
EP-0020.P	EPIC Kiosk with Programming	Includes Kiosk, wall bracket, gooseneck microphone, power supply, and programming.	Each	\$ 2,777.45
PA-0095.P	EPIC Grandstream Enterprise Phone with Programming	Includes phone, power supply, and programming.	Each	\$ 282.44
ST-EP-0001.P	EPIC Appliance 1U Rackmount with Programming	Includes server, Cat6 cable, mounting hardware, and programming.	Each	\$ 10,649.06
EP-0105.P	CLAUDIA, EPIC Front Office Media Player with Programming (Requires AC Power)	Includes CLAUDIA and programming.	Each	\$ 1,201.02
EP-0009	EPIC System Platform License		Each	\$ 7,985.95
EP-0010	SAFE System License (Requires EP-0009)		Each	\$ 6,310.68
EP-0022	EPIC System Intercom Paging & Bells License (Requires EP-0009)		Each	\$ 2,307.05
EP-0034	EPIC Phone Integration License		Each	\$ 1,707.42
PA-0011	2U Vented Utility Shelf for EPIC Appliance	Includes one (1) shelf and mounting hardware.	Each	\$ 133.10
PA-0024	Smart-UPS 1000VA LCD 2U 120V Battery Backup For EPIC Appliance		Each	\$ 1,505.00
PA-0045	UPS 425VA 6-Outlet 120V for EPIC Kiosk		Each	\$ 175.70
District View Headend Components				
EP-0020.P	EPIC Kiosk with Programming	Includes Kiosk, wall bracket, gooseneck microphone, power supply, and programming.	Each	\$ 2,777.45
EP-0023	EPIC District View Platform License		Each	\$ 26,219.83
Infoview				
EP-0036	InfoView Display Interface Adapter		Each	\$ 484.74
ST-EP-0128	InfoView Display Bundle with Wall Mount (Requires PoE+)	Includes display, wall mount, and mounting hardware. Requires PoE+.	Each	\$ 2,054.16
ST-EP-0228	InfoView Display Bundle with Wall Mount, Set of 2 (Requires PoE+)	Includes two (2) displays, wall mount, and mounting hardware. Requires PoE+.	Each	\$ 5,919.52
ST-EP-0328	InfoView Display Bundle with Ceiling Mount, Set of 2 (Requires PoE+)	Includes two (2) displays, ceiling mount, and mounting hardware. Requires PoE+.	Each	\$ 6,112.84
EP-0032	InfoView Visual Messaging and Clock License (Requires EP-0009)		Each	\$ 4,921.38
EP-0033	InfoView Digital Signage Yearly Campus Subscription (Requires EP-0032)		Each	\$ 813.38
EP-0037	InfoView Digital Signage 5 Year Campus Subscription (Requires EP-0032)		Each	\$ 4,066.92
EP-0045	InfoView Desktop Announcer(Requires EP-0032)		Each	\$ 1,580.00
Speakers & Horns				
SP-0300	70V Ceiling Speaker, Circle Cut In	Includes one (1) 70V speaker.	Each	\$ 197.18
SP-0307	Pendant Shroud for use with SP-0300 70V Ceiling Speaker	Includes one (1) plastic shroud and one (1) hanging kit. 70V ceiling speaker (SP-0300) is not included.	Each	\$ 159.72
SP-1022	70V Wall Mount Speaker, White	Includes one (1) 70V wall speaker.	Each	\$ 163.26
SP-1034	Blind Mount Speaker Enclosure 8", back box, 5" deep	Includes one (1) speaker enclosure and mounting ears.	Each	\$ 90.50
SP-1036	Low Profile Speaker	Includes one (1) low profile 70V speaker.	Each	\$ 484.74
SP-1042	Outdoor Stainless Steel Recessed Speaker Enclosure	Includes one (1) outdoor stainless steel recessed backbox.	Each	\$ 235.42
SP-1091	70V Indoor/Outdoor Horn Speaker and Enclosure	Includes one (1) 70V wall speaker with backbox.	Each	\$ 394.37
SP-1095	70V 2x2 Tile Replacement Speaker	Includes one (1) 2x2 70V speaker	Each	\$ 277.00
SP-1097	6.5" 70V Outdoor/Indoor Speaker 2-way	Includes one (1) 6.5" 70V wall speaker	Each	\$ 379.20
PA-0235	Wire Guard Cage for WS-09 Wall Speaker, 12"x12"x12", White	Includes one (1) wire cage.	Each	\$ 205.40
ST-SP-9351	Pendant Shroud Bundle , Set of 4 (Requires SP-0300)	Includes four (4) pendant shrouds, speaker wire, and four (4) wire rope steel cable fastener.	Each	\$ 885.48
Wall Plates				
NE-0003	Wall Plate, WPA-03, Adjustable Audio Input/Output with Decora Plate	Includes wall plate and mounting hardwar	Each	\$ 248.46
NE-0015	WBA-601 Ambient Mic with Access Panel	Includes ambient mic, access panel, and Cat6 cable.	Each	\$ 174.75
NE-0016	WBA-602 Call Button, Emergency Button, Ambient Mic with Access Panel	Includes ambient mic, call button, emergency button, access panel, and Cat6 cable.	Each	\$ 174.75
NE-0017	WBA-604 Call Button, Ambient Mic with Access Panel	Includes ambient mic, call button, access panel, and Cat6 cable.	Each	\$ 174.75
NE-0018	WBA-605 Emergency Button, Ambient Mic with Access Panel	Includes ambient mic, emergency button, access panel, and Cat6 cable.	Each	\$ 174.75

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Product ID	Product Name	Description	MSRP	
PA-0215	Wall Plate, XD Linking Button with Decora Plate	Includes XD Linking Button and mounting hardware	Each	\$ 164.09
ST-PA-8010	Interactive Touch Controller Bundle	Includes ITC-2, built in ambient microphone, Cat6 cable, and mounting hardware.	Each	\$ 592.45
ST-PA-8010.P	Interactive Touch Controller Bundle with Programming	Includes ITC-2, built in ambient microphone, Cat6 cable, mounting hardware, and programming.	Each	\$ 651.45
WP-0001	Wall Plate, WPA-701, Ambient Mic with Decora Plate	Includes wall plate and mounting hardware.	Each	\$ 106.97
WP-0002	Wall Plate, WPA-702, Call Button, Emergency Button, Ambient Mic with Decora Plate	Includes wall plate and mounting hardware.	Each	\$ 106.97
WP-0004	Wall Plate, WPA-704, Call Button, Ambient Mic with Decora Plate	Includes wall plate and mounting hardware.	Each	\$ 106.97
WP-0005	Wall Plate, WPA-705, Emergency Button, Ambient Mic with Decora Plate	Includes wall plate and mounting hardware.	Each	\$ 106.97
EPIC System Components				
AC-0004	18/2 Spooled Speaker Wire Plenum Rated Per Foot, White		Foot	\$ 1.12
AC-2083	Indoor Flush Mount Strobe, 2-Gang Wall Plate Style, Green	Includes green strobe and mounting hardware.	Each	\$ 585.42
AC-2113	Indoor Flush Mount Strobe, 2-Gang Wall Plate Style, Blue	Includes blue strobe and mounting hardware.	Each	\$ 585.42
AC-2133	Indoor Flush Mount Strobe, 2-Gang Wall Plate Style, Amber	Includes amber strobe and mounting hardware.	Each	\$ 585.42
AC-2152	EPIC Door Position Magnetic Switch Bundle for 1 Door	Includes door sensor and mounting hardware.	Each	\$ 221.47
AC-2178	Enclosed Protective Cover for Wall Plate	Includes one (1) cover and mounting hardware.	Each	\$ 137.86
AM-3244	MS-320 Network Interface for 2-Way Intercom (Requires PoE+)	Includes MS-320 and mounting hardware. Requires PoE+.	Each	\$ 1,151.12
AM-3244.P	MS-320 Network Interface for 2-Way Intercom with Programming (Requires PoE+)	Includes MS-320, mounting hardware, and programming. Requires PoE+.	Each	\$ 1,210.12
AM-3245	MS-375 Network Interface for SAFE Alert Extender (Requires PoE+)	Includes MS-375, built in XD Receiver, and mounting hardware. Requires PoE+.	Each	\$ 1,771.40
AM-3245.P	MS-375 Network Interface for SAFE Alert Extender with Programming (Requires PoE+)	Includes MS-375, built in XD Receiver, mounting hardware, and programming. Requires PoE+.	Each	\$ 1,830.40
EP-0105	CLAUDIA, EPIC Front Office Media Player (Requires AC Power)	Includes CLAUDIA.	Each	\$ 1,142.02
EP-0105.P	CLAUDIA, EPIC Front Office Media Player with Programming (Requires AC Power)	Includes CLAUDIA and programming.	Each	\$ 1,201.02
EP-2011	EPIC Lockdown Button Bundle	Includes lockdown button and mounting hardware.	Each	\$ 314.01
EP-2012	EPIC Lockdown Button Bundle includes MS-300 with Programming (Requires PoE+)	Includes lockdown button, mounting hardware, and programming.	Each	\$ 1,370.65
PA-0024	Smart-UPS 1000VA LCD 2U 120V Battery Backup For EPIC Appliance		Each	\$ 1,505.00
PA-0045	UPS 425VA 6-Outlet 120V for EPIC Kiosk		Each	\$ 175.70
PA-0086	Outdoor Enclosure for MS-375	Includes outdoor enclosure and mounting hardware.	Each	\$ 393.09
PA-0191	25/70V Volume Control	Includes volume control and mounting hardware.	Each	\$ 49.69
ST-AC-2102.P	Indoor/Outdoor Multi-Color Strobe with Programming (Requires PoE)	Includes multi-color strobe, mounting hardware, and programming	Each	\$ 1,460.98
ST-AM-1028	EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, 1U	Includes amplifier, power supply, 1U spacer, and mounting hardware	Each	\$ 1,501.00
ST-AM-1028.P	EPIC Common Zone Amplifier with Network Interface 1 X 300W 70V, 1U with Programming	Includes amplifier, power supply, 1U spacer, mounting hardware, and programming.	Each	\$ 1,556.30
ST-EP-0001	EPIC Appliance 1U Rackmount	Includes server, Cat6 cable, and mounting hardware.	Each	\$ 7,424.86
ST-EP-0001.P	EPIC Appliance 1U Rackmount with Programming	Includes server, Cat6 cable, mounting hardware, and programming.	Each	\$ 10,649.06
SAFE System				
SAFE System Headend Components without EPIC Suite				
EP-0020.P	EPIC Kiosk with Programming	Includes Kiosk, wall bracket, gooseneck microphone, power supply, and programming.	Each	\$ 2,777.45
ST-EP-0001.P	EPIC Appliance 1U Rackmount with Programming	Includes server, Cat6 cable, mounting hardware, and programming.	Each	\$ 10,649.06
EP-0009	EPIC System Platform License		Each	\$ 7,985.95
EP-0010	SAFE System License (Requires EP-0009)		Each	\$ 6,310.68
PA-0011	2U Vented Utility Shelf for EPIC Appliance	Includes one (1) shelf and mounting hardware.	Each	\$ 133.10
PA-0024	Smart-UPS 1000VA LCD 2U 120V Battery Backup For EPIC Appliance		Each	\$ 1,505.00
PA-0045	UPS 425VA 6-Outlet 120V for EPIC Kiosk		Each	\$ 175.70
SAFE System Components				
XD-0775	SAFE Alert Duress Transmitter		Each	\$ 200.00
VIEWpath				
VIEWpath Headend Components				
ST-EP-0001.P	EPIC Appliance 1U Rackmount with Programming	Includes server, Cat6 cable, mounting hardware, and programming.	Each	\$ 10,649.06
EP-0009	EPIC System Platform License		Each	\$ 7,985.95
PA-0011	2U Vented Utility Shelf for EPIC Appliance	Includes one (1) shelf and mounting hardware.	Each	\$ 133.10

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Product ID	Product Name	Description	MSRP	
PA-0024	Smart-UPS 1000VA LCD 2U 120V Battery Backup For EPIC Appliance		Each	\$ 1,505.00
NE-3000	VIEWpath System License (Requires EP-0009)		Each	\$ 6,312.10
NE-3012	VIEWpath Yearly Per District Subscription (Requires NE-3000)		Each	\$ 12,911.25
Classroom Cameras				
NE-1052	Tile Bridge for EduCam PTZ-C/EduCam360-C		Each	\$ 39.04
NE-1053	Wall Mount for EduCamPTZ-C		Each	\$ 195.21
ST-NE-1050	EduCamPTZ-C Bundle (Requires PoE)	Includes EduCamPTZ-C camera, SD card, and 3.5 cable.	Each	\$ 1,700.27
ST-NE-1050.P	EduCamPTZ-C Bundle with Programming (Requires PoE)	Includes EduCamPTZ-C camera, SD card, 3.5 cable, and programming.	Each	\$ 1,759.27
ST-NE-1051	EduCam360-C Bundle (Requires PoE)	Includes EduCam360-C camera, SD card, and 3.5 cable.	Each	\$ 2,236.21
ST-NE-1051.P	EduCam360-C Bundle with Programming (Requires PoE)	Includes EduCam360-C camera, SD card, 3.5 cable, and programming.	Each	\$ 2,295.21
ST-NE-9103	Pendant Mount Bundle for EduCamPTZ-C/EduCam360-C	Includes pendant mount and mounting hardware.	Each	\$ 283.39
Software and Licensing				
EP-0009	EPIC System Platform License		Each	\$ 7,985.95
EP-0010	SAFE System License (Requires EP-0009)		Each	\$ 6,310.68
EP-0022	EPIC System Intercom Paging & Bells License (Requires EP-0009)		Each	\$ 2,307.05
EP-0023	EPIC District View Platform License		Each	\$ 26,219.83
EP-0034	EPIC Phone Integration License		Each	\$ 1,707.42
EP-0032	InfoView Visual Messaging and Clock License (Requries EP-0009)		Each	\$ 4,921.38
EP-0033	InfoView Digital Signage Yearly Campus Subscription (Requires EP-0032)		Each	\$ 813.38
EP-0037	InfoView Digital Signage 5 Year Campus Subscption (Requires EP-0032)		Each	\$ 4,066.92
NE-3000	VIEWpath System License (Requires EP-0009)		Each	\$ 6,312.10
NE-3007	VIEWpath Yearly Per User Subscription (Requires NE-3012, 76+ users)		Each	\$ 159.00
NE-3012	VIEWpath Yearly Per District Subscription (Requires NE-3000)		Each	\$ 12,911.25
NE-3013	VIEWpath My Workshop - 1 year Subscription Per User - For Small Districts (Less Than 75 Users)		Each	\$ 332.00
Training				
Professional Development			Speak with your Sales Represent	
EP-0035	EPIC Administrator Training		Each	
SE-0007	Professional Development Per Day		Each	
SE-0010	Professional Dev Planning Svcs REMOTE		Each	
SE-0060	Professional Dev - First Day		Each	
SE-0068	Professional Development Virtual Deliver		Each	
SE-0074	Construction - Owner Training		Each	
Training				
EP-0017	EPIC Certification Tech Training		Each	
EP-0019	EPIC Experience Training Course		Each	
Services				
			Speak with your Sales	
EP-0021	EPIC Head End Install		Each	
SE-0002	Installation Labor per hour		Hour(s)	
SE-0012	Installation Lift Rental Fee per day		Each	
SE-0020	Installation of Raceway per foot		Foot	
SE-0025	Travel Fee		Each	
SE-0032	Inspection & Commissioning		Each	
SE-0035	Installation of Audio System		Each	
SE-0037	Installation of 2-Way Intercom System		Each	
SE-0038	Install MS-300 for Common Zone/Paging Am		Each	
SE-0039	Install Network Drop		Each	
SE-0040	Install Additional Network Drop		Each	

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Product ID	Product Name	Description	MSRP	
SE-0045	Installation of Intercom Classroom		Each	
SE-0048	Cutover of Existing Zone		Each	
SE-0052	Install Additional Ceiling Speaker		Each	
SE-0053	Install Additional Wall Speaker		Each	
SE-0054	Miscellaneous Parts		Each	
SE-0055	Waiver of Subrogation - New Construction		Each	
SE-0058	Install of an Audio System No Speakers		Each	
SE-0062	Install of BEAM Audio Bar		Each	
SE-0063	New Construction/Renovation Fee		Each	
SE-0064	Installation of Camera		Each	
SE-0066	Payment and Performance Bonding Fee		Each	
SE-0071	Construction - Design n Engineering Fee		Each	
SE-0072	Construction - CAD Fee		Each	
SE-0073	PM Fee per 25 Rooms		Each	
SE-0075	Basic Distributed System Installation		Each	
SE-0077	Classroom Wall Mount Clock Installation		Each	
SE-0078	Hallway Double Sided Clock Installation		Each	
SE-0080	Installation of Kiosk		Each	
SE-0081	Installation of Wallplate		Each	
SE-0082	Installation of Multi-Color Strobe		Each	
SE-2083	Remote Configuration		Each	
SE-1002	EPIC Custom Map Development Fee		Each	
SE-1004	District View Per Campus Programming Fee		Each	
SE-1008	Programming Network Appliance		Each	
SE-1024	Engineering & Design Fee		Each	
SE-1043	EPIC 3rd Party Integration Per System		Each	
SE-1047	Virtual Server Programming		Each	
SE-1068	Install of 70V Spkrs/Equip 3 Labor Hrs		Each	
SE-1070	Installation of Classroom Door Sensor		Each	
SE-1071	Install of Hallway/Exterior Door Sensor		Each	
Optional Contingency			Speak with your Sales Represent	
SE-0067	Optional Contingency		Each	

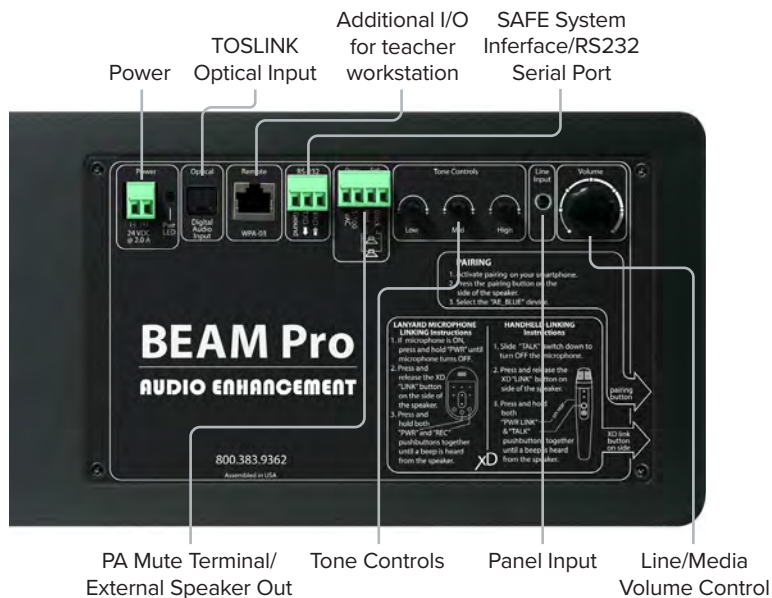
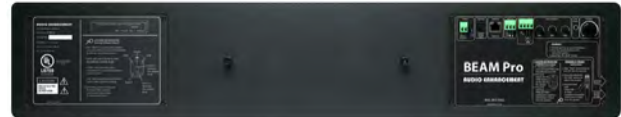


BEAM Pro Specifications

Front View



Back View



Side View



Audio Enhancement's **BEAM Pro** is designed to work seamlessly with our award-winning classroom audio microphones. BEAM Pro is a speaker with an integrated amplifier/receiver for use with interactive panels.

BEAM Pro offers the following benefits:

- An all-in-one audio system perfect for interactive panels
- High-quality sound for multimedia
- Quick and simple installation - features TOSLINK® connection for compatibility with modern interactive panels
- Includes a 6 foot 3.5 mm audio cable

BEAM Pro Specifications*

Amplifier Specifications*		
Audio Power	50 Watts	
Power Requirements	24 VDC power supply	
Connectors	1 Traditional variable gain line output with side panel volume control + connector for assistive listening devices	
Equalization	3-Band equalizer (Bass, Mid, Treble)	
Volume Controls	Main Volume Control - large volume knob on rear panel or line level control on teacher mic Controls media sorces from: <ul style="list-style-type: none">- Rear Panel 3.5 line input- TOSLINK Optical input- Side panel 3.5 or line input RJ45 Accessory Input/Output Volume Control via wall plate	
Inputs/Outputs	2 XD wireless microphones 3 line inputs: <ul style="list-style-type: none">• Line 1 - Rear panel Unbalanced Stereo (mixed to mono - 3.5 TRS)• Line 2 - Side panel Unbalanced Stereo (mixed to mono - 3.5 TRS)• Line 3 - Accessory RJ45 port	1 Optical TOSLINK input 2 Line Level outputs 1 3.5 mm TRS unbalanced line level stereo output 1 Accessory RJ45 port
Optional Remote Wallplate (WPA-03) Provides:	1 3.5 mm TRS unbalanced stereo input 1 3.5 mm TRS unbalanced output	
PA Sense Mute	Connects to Public Address System and mutes BEAM Pro during announcements. Sensitivity 4 Volts to 74 Volts RMS	
Wireless Specifications*		
System Frequency	XD Technology 1.9 GHz	
Coverage	Adjustable for optimal coverage from small classrooms to cafes, gyms, and other large spaces	
Microphone Type	Unidirectional electret condenser microphone	
Temperature Range	32º F - 104º F (0º C - 40º C)	
General Signal to Noise Ratio	85 dB or more (Receiver to Mix/MIC output) By auto level control function in Microphone	
Control Terminal		
RS-232C	TxD, RxD, Gnd, 9600 Baud	
Interface, Other, and Exterior		
Remote control via microphone and RS-232	Audio controls Mic 1, Mic 2, Line Input levels	REC/E1 REC/E2
Speaker Specifications*		
Frequency Response	70 Hz to 15 kHz (-10 dB)	
Approximate Weight	14.10 lbs (6.40 kg)	
Approximate Dimensions	6.83 (H) x 36.00 (W) x 3.30 (D) in. (173.5 x 914.40 x 83.9 mm) Mounting holes 9.88 in. from both sides (250.95 mm) 1/4 x 20 mounting holes	

Audio Enhancement's BEAM Pro increases the center of gravity on a panel by 1.25 inches (31.75 mm).

To ensure optimal installation on a media cart, please follow cart manufacturer guidelines.





CA-70 Amplifier/Receiver Specifications

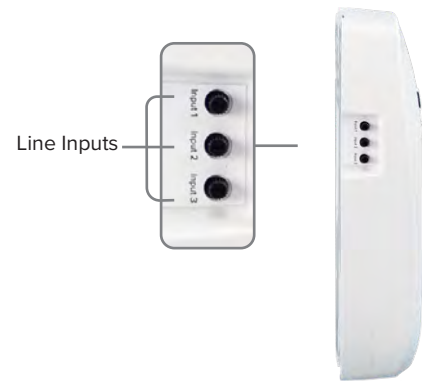
Front View



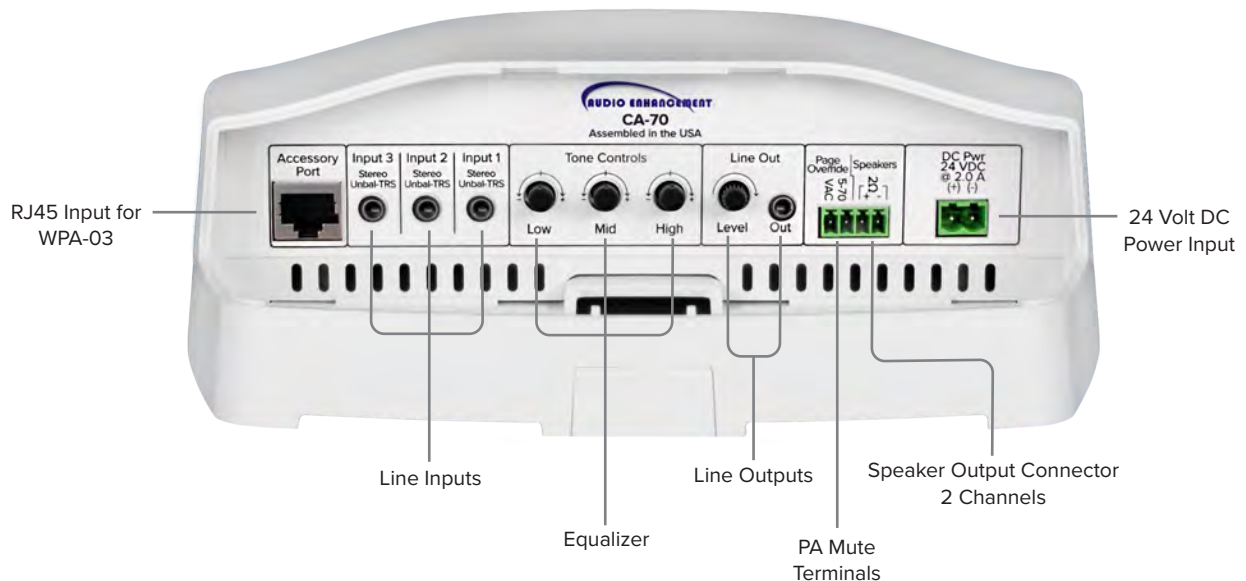
Front View - Panel Removed



Side View



Flat View - Panel Removed



The **CA-70** classroom amplifier with integrated receiver provides quality audio for teachers, students, and multimedia sources. This unit is equipped with an Eco Mode, which automatically reduces power consumption when no signal is present. It also features a PA voice override, so announcements can still be heard.





CA-70 Specifications

Slim design and efficient heat dissipation allows for easy mounting in a variety of applications including:

- Media carts
- Behind interactive displays
- Inside cabinetry
- In ceiling

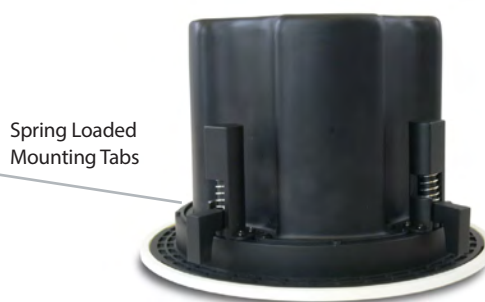
Audio Power	50 Watts
Power Requirements	24 VDC power supply
Connectors	Automatic switching between front panel and rear panel input 3 variable gain line inputs: <ul style="list-style-type: none">• Line 1• Line 2• Line 3 1 Traditional variable gain line output with front panel volume control + connector for assistive listening devices
PA Connector	Connects to Public Address System and mutes amplifier during announcements
Accessory Port	Accepts WPA-03 Remote Wall Plate that provides an additional input with level control and ALD output with level control
Equalization	3-Band equalizer (Bass, Mid, Treble)
Receiver Specifications	XD Technology 1.9 GHz
Coverage	Adjustable for optimal coverage from small classrooms to cafes, gyms, and other large spaces
Microphone Type	Unidirectional electret condenser microphone
Weight	2.15 lbs (0.98 kg)
Dimensions	12.25 (H) x 8.75 (W) x 2.75 (D) in. (311.15 x 222.25 x 69.85 mm)



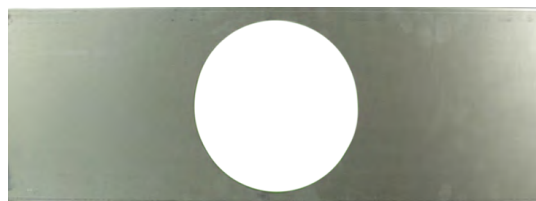
Angled View



Side View

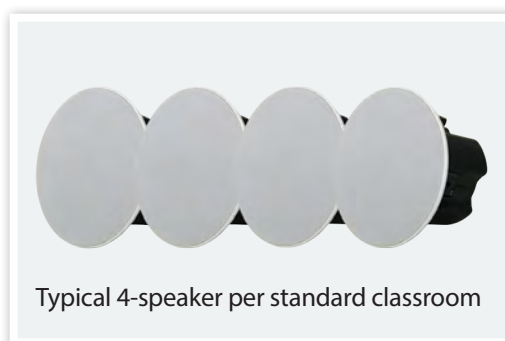


Tile Bridge



Included with each CS-12 speaker.

The **Celing Speaker** (CS-12) has a tuned ported enclosure that provides superior bass reponse while maintaining efficiency. Speaker grill comes pre-installed from factory. Spring-loaded mounting tabs make for easy and secure installation. Metal speaker back meets UL 2043 criteria for plenum installation. All metal, spring-loaded terminals provide easy and convenient attachment of speaker wires.





Speaker Specifications

Frequency Response	70 Hz to 15 kHz (-10dB) 100 Hz to 14 kHz +/- 2 dB
Power Handling	50 W continuous pink noise
Sensitivity	88 dB 1 Watt / 1 meter
Impedance	8 Ohms nominal
Type	Vented enclosure
Mounting	Spring-loaded mounting tabs
UL 2043	Speaker back can meets UL 2043 criteria for plenum installation
Weight	3.0 lbs. (1.36 kg)
Dimensions	Depth 5.8 in. (147.3 mm) Grill Diameter 8.5 in. (216.0 mm) Mounting hole 7.0 in. (178.0 mm)



Back can is RoHS and UL compliant.





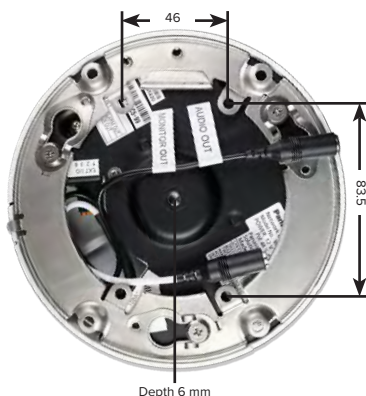
12 Megapixel 360-degree Network Fisheye Camera

The **EduCam360-C** is a classroom camera that allows educators, administrators, and security personnel to see the entire classroom in the highest quality. Capturing video at resolutions up to 4000x3000, the EduCam360-C provides clarity like never before. Bandwidth efficiency is intelligently increased for longer recordings and less storage space compared to any H.264 based compression techniques.

- 12 MP Sensor
- H.265 Smart Coding
- Onvif profile G / S / T
- PoE Powered
- FIPS140-2 CAVP compliant
- H.264/H.265 & MJPEG dual-stream encoding



Tile bridge included with most kits



EduCam360-C Camera	
Image Sensor	Approx. 1/2 type 12MP CMOS image sensor
Minimum Illumination	Color : 0.3 lx, BW : 0.2 lx (F1.9, Maximum shutter : Off (1/30 s), AGC : 11)
	Color : 0.02 lx, BW : 0.01 lx (F1.9, Maximum shutter : max. 16/30s, AGC : 11)
Maximum shutter	Max.16/30s to Max. 1/10000s
Wide Dynamic Range	On / Off, The level can be set in the range of 0 to 31.
Dynamic Range	Max.84 dB (Wide Dynamic Range : On, Level: 31)
Image Settings	Gain (AGC), White balance
Day / Night (Electrical)	Off / Auto
Video Motion Detection (VMD)	On / Off, 4 areas available
Intelligent VMD (i-VMD)	Type 8 *Bundled License
Privacy Zone	On / Off, Up to 8 zones available
Camera Title (OSD)	On / Off, Up to 20 characters (alphanumeric characters, marks)
Fixing angle adjustment	-5°, 0°, +5°
Lens	
Zoom Ratio	1x
Digital (electronic) zoom	Choose from 3 levels of x1, x2, x4
Focal length	1.4 mm {1/16 inches}
Maximum Aperture Ratio	1 : 1.9
Focus range	0.5 m {19-11/16 inches} -
Angular Field of view	Horizontal : 183° Vertical : 183°
DORI	
Distance to the object in the center of the image	Detect (25 ppm / 8 ppf) : 29.9 m / 98.2 ft
	Observe (62.5 ppm / 19 ppf) : 12.0 m / 39.3 ft
	Recognize (125 ppm / 38 ppf) : 6.0 m / 19.6 ft
	Identify (250 ppm / 76 ppf) : 3.0 m / 9.8 ft
Coverage radius when mounted at a height of 3 m (10 ft)	Detect (25 ppm / 8 ppf) : 56.1 m / 184.2 ft
	Observe (62.5 ppm / 19 ppf) : 20.6 m / 67.6 ft
	Recognize (125 ppm / 38 ppf) : 8.4 m / 27.6 ft
	Identify (250 ppm / 76 ppf) : 0.3 m / 0.9 ft
Network	
Network IF	10Base-T / 100Base-TX, RJ45 connector
H.265/ H.264	Transmission Mode
	Unicast port (AUTO)/ Unicast port (MANUAL)/ Multicast
Audio Compression	G.726 (ADPCM) : 16 kbps / 32 kbps
	G.711 : 64 kbps
	AAC-LC : 64 kbps / 96 kbps / 128 kbps
Maximum concurrent access number	Up to 14 users (Depends on network conditions)

Supported Protocol	IPv6 : TCP/IP, UDP/IP, HTTP, HTTPS, SMTP, DNS, NTP, SNMP, DHCPv6, RTP, MLD, ICMP, ARP, IEEE 802.1X, DiffServ
	IPv4 : TCP/IP, UDP/IP, HTTP, HTTPS, RTSP, RTP, RTP/RTCP, SMTP, DHCP, DNS, DDNS, NTP, SNMP, UPnP, IGMP, ICMP, ARP, IEEE 802.1X, DiffServ
SDXC/SDHC/SD	H.265 / H.264 recording : Manual REC / Alarm REC (Pre/Post) / Schedule REC JPEG recording : Manual REC / Alarm REC (Pre/Post)
ONVIF Profile	G / S / T
Input/ Output	
Monitor output (for adjustment)	VBS : 1.0 V [p-p] / 75 , composite, ø3.5 mm mini jack An NTSC or PAL signal can be outputted from camera
Audio Input For microphone	ø3.5 mm stereo mini jack, Recommended applicable microphone : Plug-in power type (Sensitivity of microphone : -48 dB ±3 dB (0 dB=1 V / Pa,1 kHz)) Input impedance : Approx. 2 k (unbalanced) Supply voltage : 2.5 V ±0.5 V
	For line Input level : Approx. -10 dBV
Built-in microphone	Nondirectional electret condenser microphone
Audio Output	ø3.5 mm stereo mini jack (monaural output) Output impedance : Approx. 600 (unbalanced) Output level : -20 dBV
General	
Safety	UL (UL60950-1), c-UL (CSA C22.2 No.60950-1), CE, IEC60950-1
EMC	FCC (Part15 ClassA), ICES003 ClassA, EN55032 ClassB, EN55024, EN55035
Power Source and Power Consumption	DC power supply :DC 12 V 560 mA/Approx. 6.7W PoE (IEEE802.3af compliant) Device : DC 48 V 150 mA/Approx. 7.2 W (Class 0 device)
Ambient Operating Temperature	-10 °C to +50 °C (14 °F to 122 °F)
Ambient Operating Humidity	10% to 90 % (no condensation)
Dimensions	ø150 mm × 49.5 mm (H) {ø5-29/32 inches × 1-15/16 inches (H)}
Mass (approx.)	Approx. 420 g {0.93 lbs}
Finish	Main body : ABS resin, i-PRO white



EPIC System provides an easy-to-use interface, accessible on any device with a web browser that integrates with each school's LDAP/Active Directory Server. Customizable role management gives administrators full control over each user's accessibility. Whatever the need may be, EPIC System provides options to make schoolwide communication uniquely tailored for any school.

EPIC SYSTEM BENEFITS



INTERCOM & PAGING

- Simple interactive display
- Hands-free intercom for teachers
- Deliver announcements to chosen zones



BELLS & NOTIFICATIONS

- Customizable bell zones
- Ability to import customized bell sounds
- Create prerecorded notifications



SAFE INTEGRATION

- Total campus overview of SAFE Alerts
- Prerecord emergency instructions
- 3rd Party API and Sensor integration



CLASSROOM AUDIO SYSTEMS

- Audio Enhancement Microphone compatible
- Link EPIC System with classroom audio
- Distributes voices through the classroom

EPIC SYSTEM MODULES

EPIC SYSTEM KIOSK

EPIC System can be controlled from the Kiosk or the EPIC mobile app. By customizing bells and announcements on an individual classroom level, schools can eliminate unnecessary distractions to the learning environment.



DISTRICT VIEW

District View provides visibility and communication to all campuses. When SAFE Alerts are triggered on a campus, the district console highlights the campus and allows details of the SAFE Alert to be viewed by district staff.



INFOVIEW

InfoView gives school staff control of classroom clocks and digital signage throughout the campus. Customize signs with clocks, announcements, emergency notifications, images, ticker tape messages, and next bell alerts.



KEY FEATURES



Agile Paging

Easily select and page multiple zones and classrooms.



TEAM Link

Seamless integration with 3rd Party APIs and services.



Secure Room

Active headcounts and live map updates during school emergencies.



Bell Genius

Schedule bells, lock doors, and create automations inside EPIC.



Event Wizard

Build events directly in EPIC using an intuitive scripting system.



Single Sign On

Industry standard Single Sign On for quick and secure access.



SAFEView

View dynamic security camera streams while SAFE Alerts are active.



Door Sense

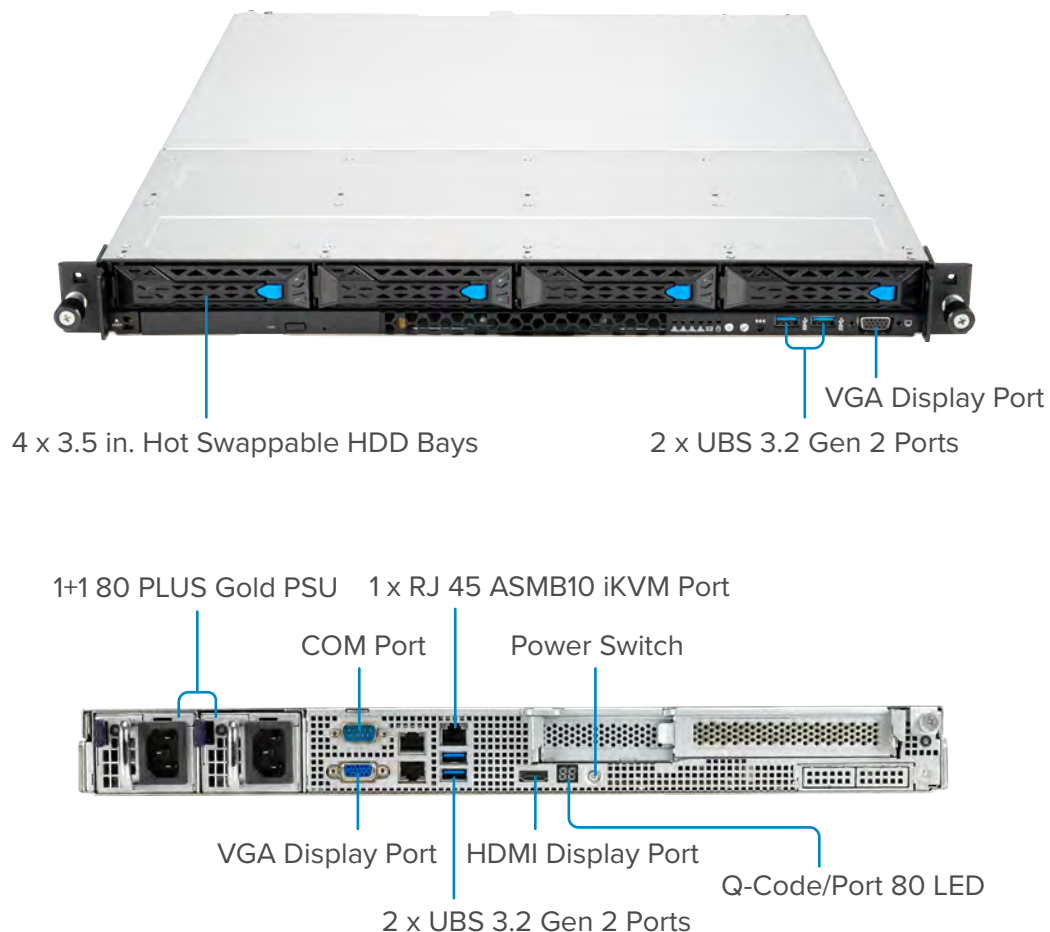
Keeps tabs on doors throughout facilities on the EPIC map overview.

EPIC HEAD END SERVER

SPEC SHEET



EPIC System (Education Paging & Intercom Communications)® is a foundational solution built specifically for Education. EPIC System provides an inside look into campuses leveraging an interactive platform accessible via a web browser and mobile app. The **EPIC Head End Server** is a fully integrated device specifically designed to keep all the functions of EPIC System running smoothly.



SPECIFICATIONS

EPIC HEAD END SERVER	
Processor Support	1 x Socket LGA 1200 Intel® Xeon® E processors (up to 95W) Intel® Pentium™ processors
Core Logic	Intel® C252 PCH
Memory	Total Slots 4 (2 channel) Capacity Maximum up to 128GB Memory Type DDR4 3200/2933/2666 ECC and non ECC UDIMM Memory Size 32GB, 16GB, 8GB, 4GB (UDIMM)
Expansion Slots	Total PCI/PCIX/PCI E/PIKE Slots (3) Slot Type 1 x PCI E x 16 (Gen4 x16 Link, switch to x8 link when slot B occupied), FH/HL 1 x PCI E x 8 (Gen4 x8 Link), HH/HL 1 x PCI E x 8 (Gen3 x4 Link), Proprietary R/A slot (optional for Intel X710 10G LAN card)
Disk Controller	SATA Controller Intel® C252 Chipset 6 x SATA3 6Gb/s ports Intel®VROC (For Linux/ Windows) (Support Software RAID 0/1/5/10) SAS Controller ASUS PIKE II 3008 8i 8 port SAS 12G RAID card ASUS PIKE II 3108 8i 8 port SAS 12G HW RAID card
Storage Bays	4 x 3.5"/2.5" Hot Swap HDD Bays, up to (2*SATA/SAS/ NVMe + 2*SATA/
Networking	2 x Intel® I210 AT + 1 x Mgmt LAN
Graphic	Aspeed AST2600 with 64MB VRAM
I/O Ports	Rear I/O Ports 2 x USB 3.2 Gen 2 ports 1 x VGA port * 1 x HDMI port from CPU 1 x COM port 2 x RJ 45 ports 1 x RJ 45 ports (One for ASMB10 iKVM)(Optional) Front I/O Ports 1 x VGA port* 2 x USB 3.2 Gen1 ports *Must support by ASMB10
Power Supply	Single 350W 80 PLUS Gold PSU (RS300-E11-PS4) 1+1 450W 80 PLUS PLATINUM RPSU (RS300-E11-RS4)

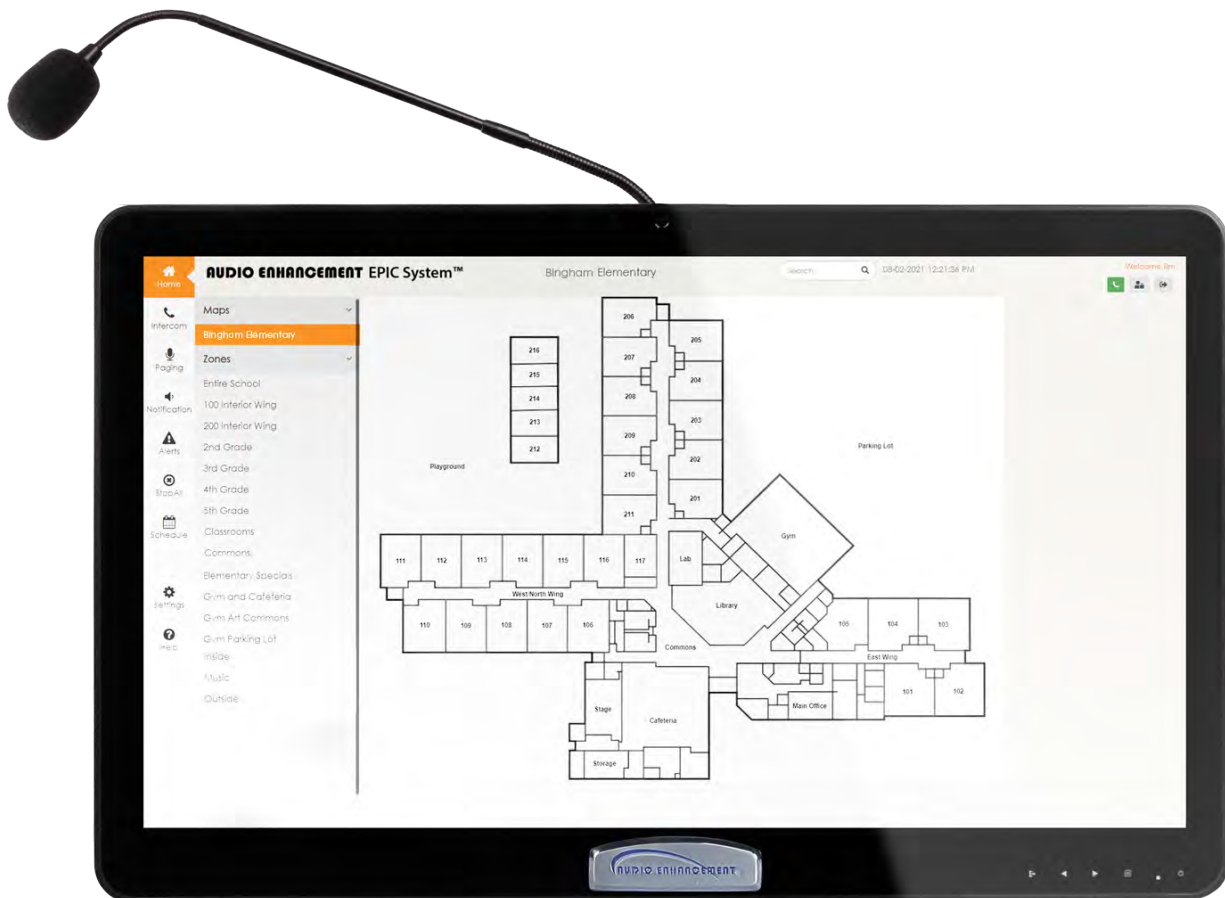
EPIC HEAD END SERVER (CONTINUED)	
Switch/LED	Rear Switch/LED: 1 x Q-Code/Port 80 LED 1 x Power switch Front Switch/LED: 1 x Power switch/LED 1x Location switch/LED 1 x Reset switch 1 x HDD Access LED 1 x Message LED LAN 1-2 LED
Environment	Operation temperature: 10°C~ 35°C Non operation temperature: -40°C~ 70°C Non operation humidity: 20% ~ 90% (Non condensing)
Weight	22.70 lbs. (363.32 oz)
Dimensions	1.73 (H) x 17.3 (W) x 19.57 (D) in. (497 x 439.5 x 44 mm)

EPIC KIOSK

SPEC SHEET



The **EPIC System Kiosk** is a compact computing device specifically designed to power the front-end interactions of EPIC (Education Paging and Intercom Communications) System®. The Kiosk features a 24" (23.6" viewable) full HD multi-touch display. The EPIC System Kiosk also includes a paging microphone that provides crystal-clear audio, ensuring important messages will be heard clearly by their intended recipients.



SPECIFICATIONS

EPIC SYSTEM KIOSK	
CPU Processor Type	Rockchip® RK3288W Cortex-A17 Quad-Core
Ports	(1) 3.5 mm Audio In, (1) 3.5 mm Audio Out, (1) HDMI In, (1) HDMI Out, (1) RJ45-Ethernet, (4) USB 2.0, (1) DC Power (12V/4A)
Networking	RJ45 Ethernet / WIFI - 802.11a/b/g/n/ac
Memory	2GB DDR3
Storage	16GB EMMC
Size	Display - 24 in (609.60 mm) Viewable Area - 23.6 in (599.40 mm)
Panel Type	IPS
Resolution	1920x1080
Static Contrast Ratio	3000:1
Brightness	250 cd/m2
Response Time (Typical GTG)	16 ms
Panel Surface	Anti-glare, Hard coating 3H
Touch Technology	Capacitive
Internal Speakers	(2) 2.50 W
Power Consumption	(Typical): 16 W (Max): 40 W
Voltage	AC 100-240V (universal), 50-60 Hz
Viewing Angles	178° horizontal, 178° vertical
Capsule Type	Uni-Directional Cardioid Microphone / Electret condenser
Sensitivity	-42dB + 3dB (0 dB = 1 V/microbar, 1K Hz indicated by open circuit)
Regulations	cTUVus, FCC-B(including ICES003), FCC-ID, CA IC
Frequency response and output impedance	70Hz to 16K Hz / 600ohm + 30% (at 1K Hz) (RL=680 ohm)
Microphone Connector	(Male) 3.5 mm Stereo plug
Goosenect Length	19 in (482.60 mm)
VESA Compatible Mount	3.93 x 3.93 in (100 mm x 100 mm) / Screw Size: M4
Weight	Net 12.70 lbs. (203.20 oz) / Gross 16.70 lbs (267.20 oz)
Packaging Dimensions	25 (H) x 17.10 (W) x 4.90 (D) in (643 x 435 x 140 mm)
Kiosk Dimensions	22.60 (H) x 13.90 (W) x 1.90 (D) in (572.90 x 351.80 x 47 mm)

Audio Enhancement products are RoHS and UL compliant. Kiosk Specifications
 *EPIC System Kiosk Paging Microphone is not UL Listed

INTERACTIVE TOUCH CONTROLLER

SPEC SHEET



The **Interactive Touch Controller** is a programmable 3.5" multipurpose wall panel with an interactive display for use with EPIC (Education Paging & Intercom Communications) System®. The ITC is managed via EPIC, allowing for quick adjustments in a classroom to accommodate the ever-changing campus environment. The digital interface allows educators to initiate intercom, link XD Microphones, send SAFE Alerts, and other customizable functions. The ITC2 includes an ambient microphone that supports two-way communications. Educators can send various levels of alerts. During a lockdown, teachers can interact with ITC to inform the administration that they have secured their classrooms.



SPECIFICATIONS

INTERACTIVE TOUCH CONTROLLER	
Communications	RS-232 control through amp
Mounting	Low voltage mounting bracket or 2-gang wall box
Display	3.5" Full-color touch display
Color	White
Terminations	RJ45 (RS-232 & 24V DC)
Power	24V DC
Weight	0.40 lbs (6.40 oz)
Dimensions	4.50 (H) x 4.50 (W) x 1.25 (D) in. (114.3 x 114.3 x 31.75 mm)

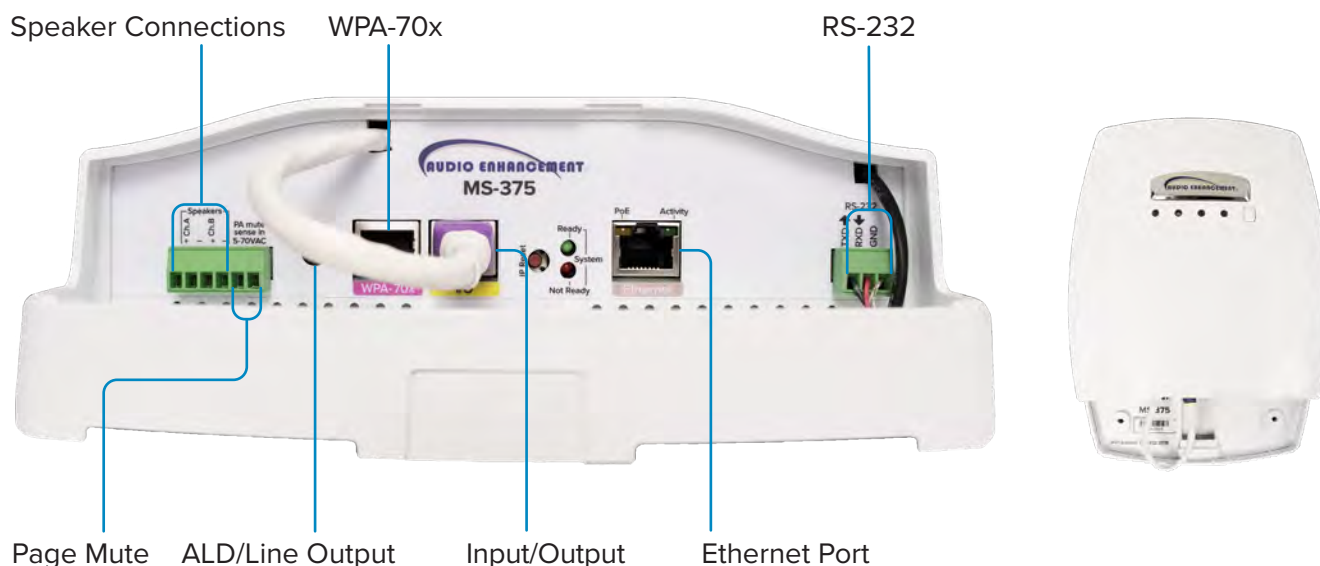
*To connect the ITC2 ambient microphone to an MS-600 or MS-500 an adapter cable (AC-2179) is required.

MS-375 NETWORK INTERFACE

SPEC SHEET



The **MS-375 Network Interface** is used to expand the range of the XD microphones non-paired SAFE Alert process. The unit can be placed in areas of the campus that are not densely covered by other classroom systems (e.g. in the physical fitness area of a large Middle School or High School) thanks to Powered over Ethernet (PoE) technology. The non-paired SAFE Alert process allows any Audio Enhancement XD Teacher Microphone to activate a SAFE Alert from anywhere on the campus, even if they are out of range of their paired XD Receiver.



SPECIFICATIONS

MS-375 NETWORK INTERFACE FOR SAFE ALERT EXTENDER	
Line Input	Internal Network Audio
Line Outputs	(1) Unbalanced (3.5 mm) output
Minimum Load Impedance	4 Ohms
Amplifier Type	92% Efficient Class D for network audio only
Continuous Power @ 1% THD	25W powered by PoE [†]
S/N	>89 dB @ 20 Hz to 20 kHz at maximum output
Protection Circuits	Thermal and short circuit protected
PA Connector	Connects to public address system and mutes amplifier during announcements Input Voltage: 4.0V RMS to 74V RMS
Control Port	RS-232, 3-pin screw terminal block header, RJ45 remote control port <ul style="list-style-type: none"> • RS-232 communication port • Intercom call, emergency alert, room microphone wall plate port (WPA-70x) • Input/output (I/O) aux port for sense, strobe, etc.
Power Supply	PoE+ 802.3af/at [†]
Temperature/Humidity	Storage: -40 - 158° F (-40 - +70° C) 10-90% non-condensing Operating: -32 - 122° F (0 - +50° C) / 10-90%
Enclosure Type	Plastic
Ethernet I/F	10/100 Mbps
Power Input (Network)	PoE 802.3af/at [†]
Operating Temperature	14 - 122° F (-10° - 50° C)
Protocols	SIP RFC 3261 compatible UDP Directed Broadcast Multi-cast and VoIP enabled
Lineout: Output Signal Amplitudes	2.0 VPP maximum
Output Level	+2 dBm nominal
Total Harmonic Distortion	0.5% maximum
Weight	1.3 lbs (20.80 oz)
Dimensions	1.13 (H) x 9.19 (W) x 3.56 (D) in (28.57 x 233.43 x 90.42 mm)
XD RECIEVER	
System Frequency	DECT 1.9 GHz
Coverage	Adjustable for optimal coverage from small calssrooms to cafes, gyms, and other large spaces
Microphone Type	Unidirectional electret condenser microphone
Auxiliary Input	Line level 35 stereo mini jack (monarural mix)
Power Requirement	24V DC @ 130 mA
Temperature Range	32 - 104° F (0 - 40° C)

[†] Dependent on PoE switch.

^{**}Third party SIP license required.

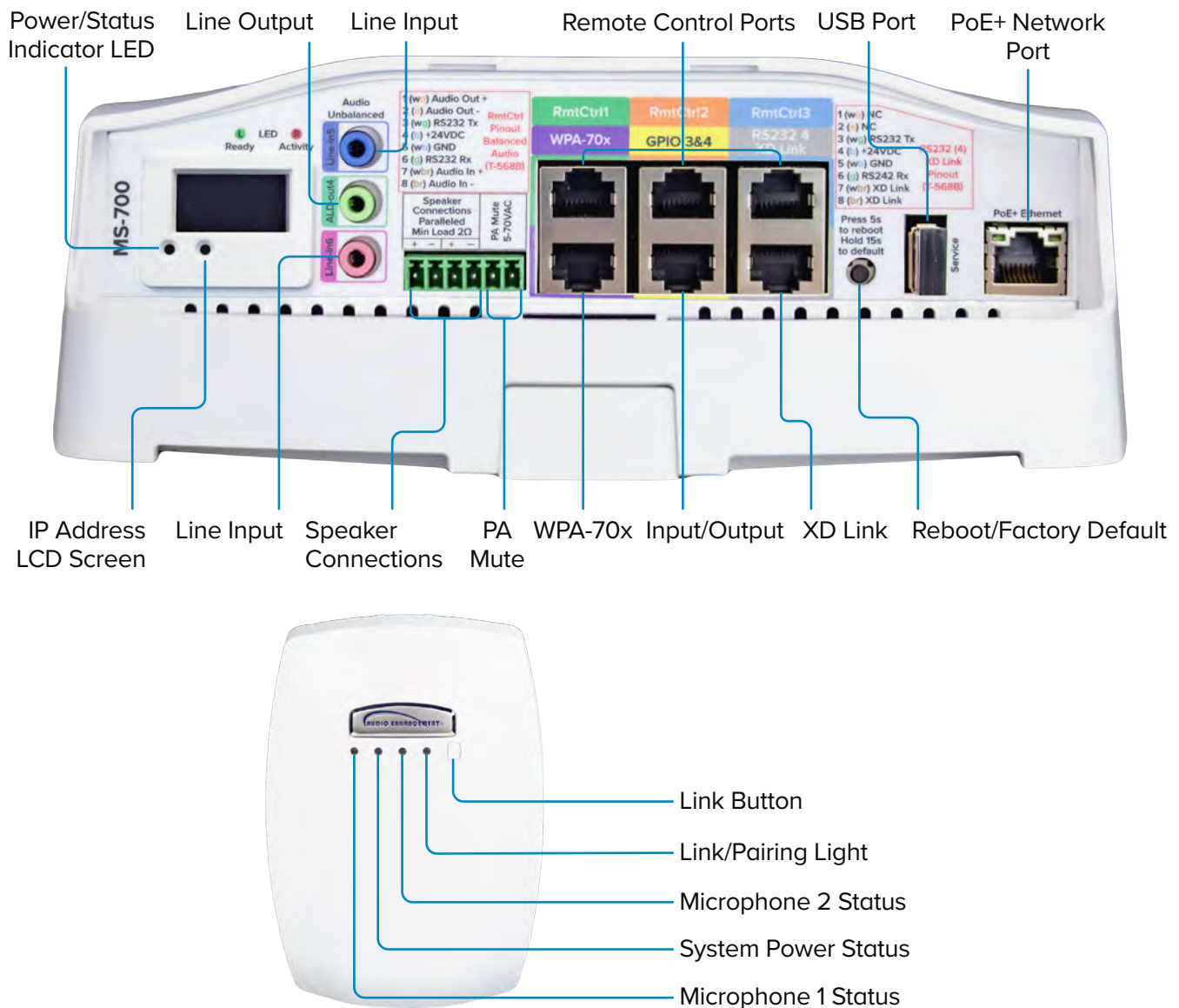
SAFE (Signal Alert For Education) System (patent pending) is on alert notification system not intended to be a life-saving device or prevent emergencies. Audio Enhancement, our agents, employees, subsidiaries, affiliates and parent companies are exempt from liability for any loss, damage, injury, or other consequence arising directly or indirectly from the application of our equipment. In the event of misuse or malfunction of the SAFE System or any of its components, Audio Enhancement, our agents, employees, subsidiaries, affiliates, and parent companies are exempt from liability for any loss, damage, injury, or other consequence arising directly or indirectly therefrom.

MS-700 OPTIMUM AMPLIFIER

SPEC SHEET



The **MS-700 Optimum Amplifier** is a fully integrated networked classroom amplifier and wireless microphone receiver. This amplifier has network-based intercom, paging and emergency notification, and provides full-duplex audio. It is easy-to-use, easy-to-install, and has simple user interface software. The entire unit utilizes Power over Ethernet (PoE+). Intercom and paging functionalities[†] are built-in. When used in conjunction with an Uninterruptable Power Supply (UPS), during emergencies, paging can still be heard, even when the power goes out. This unit can be installed as part of the SAFE System (Signal Alert For Education)[®].



SPECIFICATIONS

MS-700 OPTIMUM AMPLIFIER WITH INTEGRATED XD RECEIVER	
Line Inputs	For PC, DVD audio, MP3, auxiliary mic, or other multimedia sources <ul style="list-style-type: none"> • (2) Line unbalanced stereo inputs (3.5 mm) • (3) Remote control ports with audio in • Internal Network Audio • Integrated XD Microphone Receiver
Line Outputs	(1) Unbalanced (3.5 mm) output (3) Remote control ports with audio out (RJ45 connectors)
Equalizer	5-Band Equalizer
USB A Connector	Control and configuration via App
Minimum Load Impedance	4 Ohms on each pair of terminals (2 Ohm load overall is nominal)
Amplifier Type	92% Efficient Class D
Continuous Power @ 1% THD	30W powered by PoE*
S/N	>89 dB @ 20 Hz to 20 kHz at maximum output
Protection Circuits	Thermal and short circuit protected
PA Connector	Connects to public address system and mutes amplifier during announcements Input Voltage: 4V RMS to 74V RMS
Control Ports	(3) RJ45 remote control ports <ul style="list-style-type: none"> • Integration with LCD wall plate control • Input/output (I/O) aux port for sense, strobe, etc. (1) WPA-70 wall plate port for Intercom call, emergency alert, room microphone (1) Input/output port
Power Supply	PoE + 802.3af/at†
Temperature/Humidity	Storage: -40 - 158° F (-40 - +70° C) / 10-90% non-condensing Operating: -32 - 122° F (0 - +50° C) / 10-90%
Enclosure Type	ABS Plastic
Ethernet I/F	10/100 Mbps
Power Input (Network)	PoE 802.3af/at†
Protocols	SIP RFC 3261 compatible UDP Directed Broadcast Multi-cast and VoIP enabled
Lineout: Output Signal Amplitudes	2.0 VPP maximum
Output Level	+2 dBm nominal
Total Harmonic Distortion	0.5% maximum
Weight	2.15 lbs (40 oz)
Dimensions	12.20 (H) x 8.70 (W) x 3.00 (D) in (310 x 221 x 76 mm)

† Dependent on PoE switch.

*Third party SIP License required.

The SAFE System (patent pending) is an alert notification system not intended to be a life-saving device or prevent emergencies. Audio Enhancement, our agents, employees, subsidiaries, affiliates and parent companies are exempt from liability for any loss, damage, injury or other consequence arising directly or indirectly from the application of our equipment. In the event of misuse or malfunction of the SAFE System or any of its components, Audio Enhancement, our agents, employees, subsidiaries, affiliates and parent companies are exempt from liability for any loss, damage, injury or other consequence arising directly or indirectly therefrom.



SAFE System®

Timely help for teachers is critical for resolving both small matters and larger, life-threatening crises. SAFE (Signal Alert for Education) System® provides necessary information to first responders and administrators using Audio Enhancement's classroom audio system. Minor issues may be contained before they escalate into major incidents.

BENEFITS OF THE SAFE SYSTEM



BULLYING

Teachers and administrators are able to monitor, intervene and correct behavior before it leads to harmful circumstances.



MEDICAL

Request the proper medical help quickly for any type of health condition or emergency.



FIGHTING

School personnel have the ability to step in before things escalate.



WEAPONS

Inform staff with instant live audio and video feed, and summon authorities to handle violent students or intruders.

SAFE System HIGHLIGHTS

DISCREET COMMUNICATION

The SAFE System and Teacher Microphone allow teachers to alert administration, while the Duress Transmitter aids non-teaching staff in calling for help discreetly anywhere on campus.



MANAGE WITH A CLEAR VIEW

The EPIC (Education Paging & Intercom Communications) System® kiosk, shows incident details, while its web interface helps administrators monitor the campus.



TEXT, EMAIL, & APP ALERTS

The front office kiosk alerts designated staff via email and text with a link to view the same information. Optional cameras offer a live classroom stream.



71%

of campuses report safety related incidents

28%

of students in grades six through twelve experience bullying

Making a difference in education since 1978

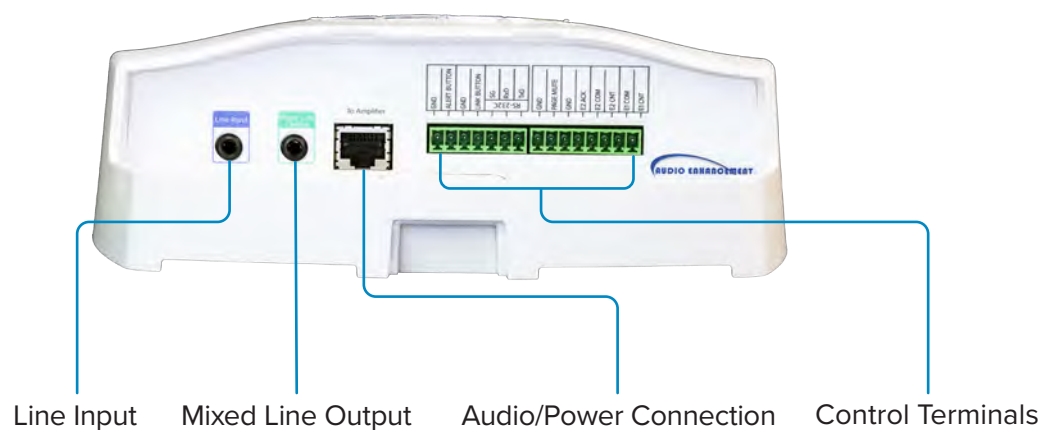
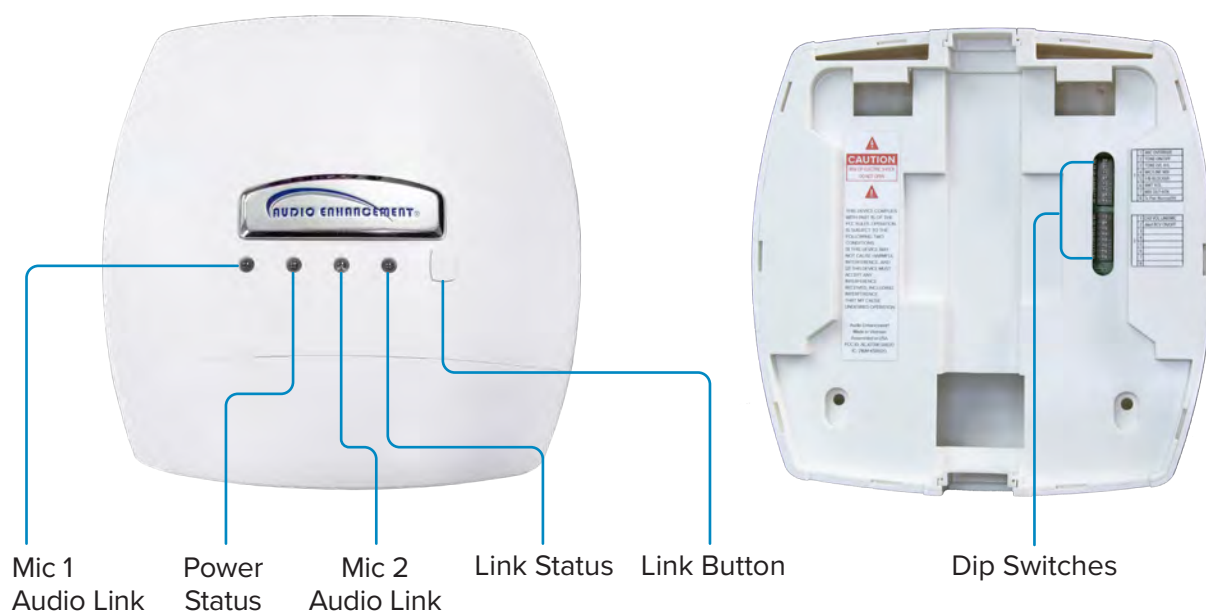
LEARN MORE, VISIT AUDIOENHANCEMENT.COM OR CALL 800.383.9362

XD RECEIVER

SPEC SHEET



The **XD Receiver** is the central hub for XD classroom microphones. It has two microphone channels and a media channel that wirelessly broadcasts media to the audio system. The device converts audio signals into clear instructions and prevents interference from unpaired microphones.



SPECIFICATIONS

XD RECEIVER WITH 3' CAT6	
Receiver Specifications	DECT Technology 1.9 GHz
Line In	Line level 3.5 mm stereo mini jack (monaural mix)
Line out	Line level 3.5 mm output mini jack, RJ45 line level output, line level 3.5 mm stereo output
Power Requirement	24V DC @ 130 mA
S/N	85 dB or more (Receiver to Mix/MIC output), by auto level control function in Microphone
MIC1 / MIC2 (Microphone Output)	–5 dBV Balanced, Adaptive impedance 10 kΩ or more, ϕ3.5 mm (1/8 inches) stereo mini jack
Control Port	Line In, REC/E1 Alert/E2, RS-232C, RJ-45, audio/power, MIC1 / MIC2 (Microphone Output) • (1) RS-232 communication ports to control another classroom device such as a projector
Material	ABS resin
Color	White
Temperature Range	32 - 104° F (0 - 40° C)
Weight	1.72 lbs (1.52 oz)
Dimensions	6.19 (H) x 7.19 (W) x 1.38 (D) in (157 x 183 x 35 mm)

XD SOLO®

SPEC SHEET



The **XD Solo®** is a complete wireless sound system using DECT Technology. This portable speaker system emits crystal clear audio in any location to meet the needs of today's media-rich learning environments. With built-in Voice Priority, the system will automatically lower the volume of music when a person speaks into a paired XD microphone. Connect a Companion Speaker to the XD Solo for increased audio range. Made for maximum portability, this system has built-in rechargeable batteries, an easy-to-carry handle, a tripod mount and a flat base for setting on any surface.

1" Tweeter



8" Woofer

MP3 Player Indicator

ALD Line Output

Master Volume
Set at 12 o'clock or higher

Voice Override Button

Battery Level Monitor



Microphone Linking Button

Tone Controls

Line Audio In

Power Switch

Charging Power Connector

SPECIFICATIONS

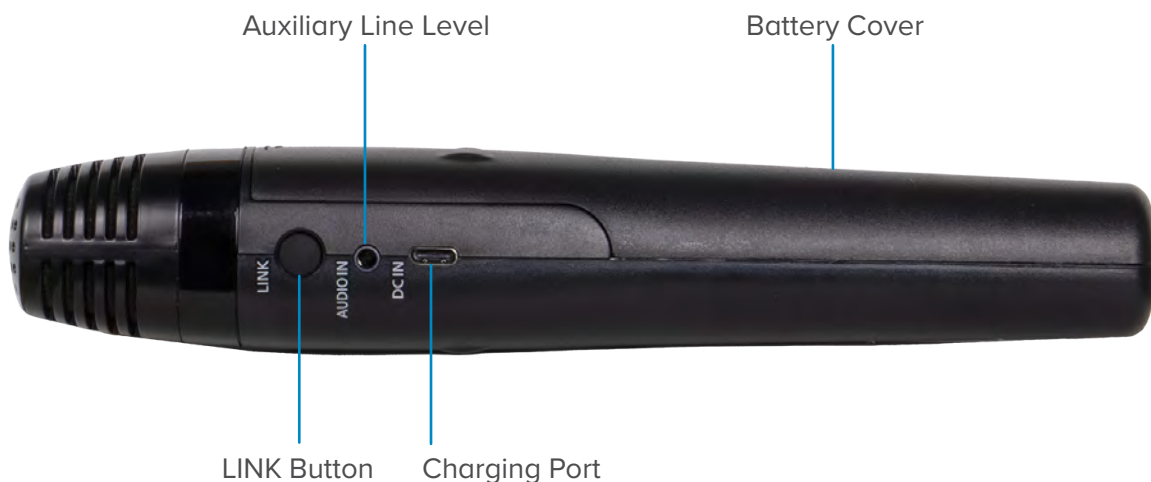
XD Solo®	
Frequency Response	70 Hz ~ 18 kHz ± 3 dB
Sensitivity	Input Dependent
Signal to Noise Ratio	>70 dB
Maximum SPL	105 dB
Output Power	150 Watt
Mic/ Line Input Connectors	Two XLR/1/4" Combo Mic/Line In, RCA -1/8" Stereo-Aux Input, SD, & USB
ALD Line Output Connector	1/8" - Aux Out (3.5 mm)
Controls	Master Volume, Low, Mid, High, CH1 Volume, CH2 Volume, Aux In, ALD Level
Wireless Type	DECT Technology
Speaker	8" Woofer, 1" Horn
Batteries	12V, 2.8Ah 2 qty (Lead-Acid) Rechargeable Batteries
Running Time	8-10 Hours
Charging Time	7-8 Hours
Power Requirements	32 VDC 2A (Universal 100-240VAC 50/60Hz Power Supply Included)
Weight	18.85 lbs (8.55 kg)
Dimensions	17.25 (H) x 10.5 (W) x 11.5 (D) in. (438 x 267 x 292 mm)
Wireless Specifications	
System Frequency	DECT Technology 1.9 GHz
Microphone Type	Unidirectional electret condenser microphone
Temperature Range	32 °F - 104 °F (0°C - 40°C)
Interface, Other, and Exterior	
Remote control via Microphone	Audio controls: Mic 1, Mic 2
Typical Range of XD Microphone	100-120 ft

XD STUDENT MICROPHONE

SPEC SHEET



The **XD Student Microphone** engages students in class discussions and makes their voices heard throughout the room. Students that use the handheld microphone speak more confidently and thoughtfully. XD technology allows microphones to be utilized in any room — e.g. classrooms, gyms, band rooms, cafeterias, rooms containing windows, and open plan classrooms. This microphone also works in areas where objects often come between the microphone and receiver.



SPECIFICATIONS

XD STUDENT HANDHELD MICROPHONE	
Microphone Controls	<p>LINK: Link Mic to XD Receiver</p> <p>TALK: Push to Talk (button)</p> <p>TALK: Slide to Talk (switch)</p>
LEDs	<p>BATT: Battery Status</p> <ul style="list-style-type: none"> Green – Power is on Solid Red w/ Charge Cable Plugged in – Mic is Charged Yellow – Low Battery Red – Very Low Battery (turn off within the next 5 minutes) Red Blink – Charging <p>LINK: Wireless Link</p> <ul style="list-style-type: none"> Red Blink – Mic is not linked to XD Receiver Yellow Blink – Mic is connecting to XD Receiver Green – Mic is linked to XD Receiver OFF – While battery is charging (LINK is disabled during charging)
System Frequency	DECT 1.9 GHz
Coverage	Optimal coverage from small classrooms to cafes, gyms and other large spaces
Microphone Type	Unidirectional electret condenser microphone
Auxiliary Input	Line level stereo mini jack (monaural mix)
Battery Type	Lithium-Ion (rechargeable)
Talk Time	8 - 10 Hours
Charge Time	~4 Hours
Charging Method	USB-C charger (supplied)
Temperature Range	<p>Storage: -40 - 158° F (-40° - 70° C)/ 10-90% non-condensing</p> <p>Operating: 41° - 95° F (5° - 35° C)/ 10-90%</p>
Humidity Range	~90%
Weight	0.30 lbs (4.80 oz)
Dimensions	8.50 (H) x 1.75 (W) x 1.56 (D) in (217 x 44 x 40 mm)

XD TEACHER MICROPHONE

SPEC SHEET



The **XD Teacher Microphone** is the perfect teacher option for reaching every student in large spaces, classrooms with windows, libraries, and gymnasiums. Teachers get the same great audio quality you've come to expect from Audio Enhancement®, Inc. in more teaching spaces than ever before!



Front



Right Side View



Left Side View

SPECIFICATIONS

XD TEACHER PENDANT MICROPHONE	
Microphone Controls	PWR/MUTE: Power and Mute SELECT: OWN - OTHER - CH3 Up/Down Arrows: Volume control REC/Record: Manually start/stop video recording INT/Intercom: Initiate an intercom session Alert Secure Room Emergency Security Function (SAFE System*)
LEDs	OWN/OTHER/CH 3: Input Select <ul style="list-style-type: none"> Green – Microphone input is selected LED turns off after 5 seconds BATT: Battery Status <ul style="list-style-type: none"> Green – Power is on, Mic is Charged and USB-C cable is disconnected Red – Battery is Charged if the USB-C cable is connected Red Blink – Charging, USB-C cable must be connected to charge LINK: Wireless Link <ul style="list-style-type: none"> Red Blink – Mic is not linked to XD Receiver Yellow Blink – Mic is connecting to XD Receiver Green – Mic is linked to XD Receiver OFF – While battery is charging (LINK is disabled during charging)
System Frequency	DECT Technology 1.9 GHz
Coverage	Optimal coverage from small classrooms to cafes, gyms and other large spaces
Microphone Type	Unidirectional electret condenser microphone
Microphone In	Line Level 3.5 mini jack (plug-in power compatible)
Audio In	Line Level 3.5 stereo mini jack (monaural mix)
Battery Type	Lithium-Ion Battery (rechargeable)
Talk Time	8 - 10 Hours
Charge Time	~4 Hours (5V/500mA)
Charging Method	USB-C charger (supplied)
Temperature Range	Storage: -40 - 158° F (-40° - 70° C)/ 10-90% non-condensing Operating: 41° - 95° F (5° - 35° C)/ 10-90%
Weight	0.11 lbs (1.80 oz)
Dimensions	3.31 (H) x 1.89 (W) x 0.63 (D) in (84 x 48 x 16 mm)

*The SAFE System (patent pending) is an alert notification system not intended to be a life-saving device or prevent emergencies. Audio Enhancement, our agents, employees, subsidiaries, affiliates and parent companies are exempt from liability for any loss, damage, injury or other consequence arising directly or indirectly from the application of our equipment. In the event of misuse or malfunction of the SAFE System or any of its components, Audio Enhancement, our agents, employees, subsidiaries, affiliates and parent companies are exempt from liability for any loss, damage, injury or other consequence arising directly or indirectly therefrom.



MARKETING PLAN

Proposer's Salesforce will be the primary source of communication with participating entities.

Marco's Website

Marco has a Technology Insights Blog where information is published around our solutions including imaging, cybersecurity, business IT, phone, enterprise content management and others. Marco also offers a Help Center at help.marconet.com where how-to articles are published to help current clients self-serve with common service questions. This was launched this year and content will continue to grow.

Printed Materials

We have an expansive internal library containing sales collateral and case studies that cover all our solutions. Marco can create collateral/printed materials that our technology advisors, AV sales consultants and sales leadership can share with prospects and customers to gain awareness of the contract. This material will outline the opportunities and services that Marco can provide through this contract. Examples of Marco's sales collateral can be found with our additional information.

Social Media Campaign

Marco will craft a social media campaign using all our platforms that will include visuals and/or details on this contract award. Our social media platforms include Facebook, Instagram, LinkedIn, Twitter and YouTube. We have a broad social media reach with close to 15,000 followers on Facebook and 11,000+ followers on LinkedIn.

Communications

Email Campaign – Marco will develop email campaign that can be sent to a customized and/or diverse list with any updates on the product or to communicate about service.

Written Communication – Marco can develop written communication that can be used to identify updates on the product or about service.

Newsletter – Stay updated with "[The Tech Tip-Off](#)," our monthly LinkedIn newsletter for quick insights on IT, cybersecurity, printing, and all things tech.

Tradeshows

Marco will coordinate with Cooperative Purchasing Connection to develop tradeshow events. Promotion via email communications and printed flyers can be developed as needed.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

5/24/2024

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Marsh & McLennan Agency LLC 6160 Golden Hills Drive Minneapolis MN 55416	CONTACT NAME: Emma Allen PHONE (A/C, No. Ext): FAX (A/C, No): E-MAIL ADDRESS: Emma.Allen@marshmma.com
INSURED Marco Holdings, LLC ; Marco Technologies, LLC H.C.I. Data Corporation ; WWCC LLC 4510 Heatherwood Road St. Cloud MN 56301	INSURER(S) AFFORDING COVERAGE INSURER A: Federal Insurance Company INSURER B: Great Northern Insurance Company INSURER C: Chubb Indemnity Insurance Company INSURER D: INSURER E: INSURER F:
	NAIC # 20281 20303 12777

COVERAGES**CERTIFICATE NUMBER:** 339602806**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:			36036747	10/31/2023	10/31/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			73595771	10/31/2023	10/31/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			78181672	10/31/2023	10/31/2024	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000 \$
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y / N <input type="checkbox"/>	N / A	71756310	10/31/2023	10/31/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER Stop Gap E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
B A	Property Crime (includes third party)			36036747 J063662199	10/31/2023 10/31/2023	10/31/2024 10/31/2024	BPP & Stock (Blanket) Each Claim/Aggregate 52,307,000 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

*This insurance is issued pursuant to the Minnesota surplus lines insurance act. The insurer is an eligible surplus lines insurer but is not otherwise licensed by the State of Minnesota. In case of insolvency, payment of claims is not guaranteed. Company D is subject to statutes and regulations of surplus lines carriers.

Professional/Cyber: Primary- Indian Harbor Ins. Co #MTP903417707 10/31/23 - 10/31/24 - \$5MM Each Claim/Agg + Excess- Lloyd's of London #ACX1080723 10/31/23 - 10/31/24 - \$5MM excess \$5,000,000 (Indian Harbor) = \$10,000,000 Limit

The Professional Policy is not included in the Umbrella underlying policies.
Property Policy includes \$500,000 Business Personal Property at any installation premises.
See Attached...

CERTIFICATE HOLDER**CANCELLATION**

Lakes County Service Cooperative
1001 E. Mount Faith Ave
Fergus Falls MN 56537

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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**ADDITIONAL REMARKS SCHEDULE**Page 1 of 1

AGENCY Marsh & McLennan Agency LLC		NAMED INSURED Marco Holdings, LLC ; Marco Technologies, LLC H.C.I. Data Corporation ; WWCC LLC 4510 Heatherwood Road St. Cloud MN 56301	
POLICY NUMBER		EFFECTIVE DATE:	
CARRIER	NAIC CODE		

ADDITIONAL REMARKS**THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,****FORM NUMBER:** 25 **FORM TITLE:** CERTIFICATE OF LIABILITY INSURANCE

Property Policy includes \$750,000 Transit Limit/ \$10,000 Deductible.

Automobile Policy includes \$2,500/\$2,500 Comprehensive & Collision Deductibles.

The Workers' Compensation Policy includes coverage in all states with exception of Monopolistic States (ND, OH, WA and WY). Policy includes Stop Gap coverage for the State of ND, WA, and WY (Employers Liability).

Crime / Employee Theft: \$1,000,000 Limit

ADDITIONAL NAMED INSUREDS:

Wisconsin Wireless Communications Corp

Enterprise Systems Group

Critcal Services Management

Lakes County Service Cooperative is included as Additional Insured as required by written contract or agreement limited to the General Liability coverage.

Evaluation Committee Report

RFP #24.10 Sound Amplification Solutions

Description of Solicitation

The Cooperative Purchasing Connection (CPC) issued a Request for Proposal (RFP) for Sound Amplification Solutions on May 8, 2024. The intent of the solicitation is to secure a vendor equipped with the necessary resources and capabilities to provide optimal sound amplification solutions, including installation, to suit participating agencies, at consortium level discounted pricing.

The solicitation was due on June 5, 2024. Thereafter, CPC conducted and followed its opening procedures and confirmed if the responding Vendors were deemed responsive or non-responsive.

Summary of Evaluation Activity

Melissa Mattson, Director of Administrative Services with CPC and Amy Lohse, Procurement Specialist with CPC performed the evaluation.

Two (2) proposals were received by the submission deadline. They include Lightspeed Technologies and Marco Technologies. Proposals were reviewed for compliance with the mandatory requirements set forth in the Request for Proposal (RFP). Both proposals were found to be compliant and deemed responsive.

The evaluation was conducted and proposed recommendation on June 12, 2024. A summation of their evaluation is included below.

Evaluation Discussion & Overview

Upon review of the Vendor's responses, the evaluators agreed on the following:

1. Both Vendors are representative of sound amplification solutions.
2. Marco Technologies is proposing Audio Enhancement products and solutions.

Lightspeed Technologies

1. The Vendor has been manufacturing and distributing instructional audio solutions for K-12 school districts for the last 30 years; their products are available to other government agencies as well.
2. The Vendor is 100% employee owned and cannot be sold, merged, acquired or otherwise forced to change their business model.
3. The Vendor's products are hardware warrantied for 5 years.
4. The Vendor does not conduct installations themselves but can assist the agency in finding qualified installers or aiding the agency in installation.
5. The Vendor does not charge shipping unless expedited shipping is requested. The customer would pay the difference between ground and expedited service.
6. The Vendor has a Warranty Exchange Program in place.
7. The Vendor offers a Free Evaluation Program that provides a participating agency the opportunity to try audio systems for 45 days and can be returned to Lightspeed at no cost if the agency is not satisfied.

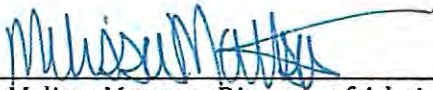
Marco Technologies

1. The Vendor presents strong recognition of standing by the quality of their products.
1. The Vendor is an authorized reseller of Audio Enhancement products and solutions.
2. The Vendor has over 50 Technology Advisors covering the tri-state area.
3. The Vendor has a strong relationship with Audio Enhancement and required on-staff engineers to attend certification classes to design, install and commission their solutions.
4. The Vendor has a 90 day warranty.
5. The Vendor adds freight costs to the quote based on product weight and current fuel variables.

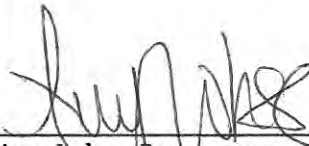
Recommendation

After analysis of the Vendor/s proposals, the evaluators recommend that contracts be awarded to both Lightspeed Technologies and Marco Technologies.

The recommendations and awards are subject to final review by CPC Administration and approval by the Board of Directors.



Melissa Mattson, Director of Administrative Services
Cooperative Purchasing Connection



Amy Lohse, Procurement Specialist
Cooperative Purchasing Connection



June 18, 2024

Lightspeed Technologies, Inc.
Attn: Melissa Williams, Bid & Contract Manager
11509 SW Herman Road
Tualatin, OR 97062

Award Decision, RFP #24.10 – Sound Amplification Solutions

Dear Melissa,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #24.10 Sound Amplification Solutions.

The evaluation committee, using the criteria outlined in the RFP documents, has completed its review of the proposals received.

CPC is pleased to announce your proposal received a recommendation for award. This decision is subject to the successful negotiation of a mutually acceptable contract and to the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors.

We will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,

Melissa Mattson, Director
Cooperative Purchasing Connection



June 18, 2024

Marco Technologies, LLC
Attn: Ben Pflueger
2906 Morrison Ave, Suite #1
Bismark, ND 58504

Award Decision, RFP #24.10 – Sound Amplification Solutions

Dear Ben,

The Cooperative Purchasing Connection (CPC) would like to thank you for your time, effort, and interest in supplying a response for Request for Proposal (RFP) #24.10 Sound Amplification Solutions.

The evaluation committee, using the criteria outlined in the RFP documents, has completed its review of the proposals received.

CPC is pleased to announce your proposal received a recommendation for award. This decision is subject to the successful negotiation of a mutually acceptable contract and the approval of the CPC and the North Dakota Educators Service Cooperatives (NDESC) Boards of Directors. .

We will be contacting you soon to finalize a contract for the awarded goods and/or services. Thank you for submitting your proposal; CPC looks forward to working with you.

Regards,

Melissa Mattson, Director
Cooperative Purchasing Connection



Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name Lightspeed Technologies, Inc.

Date

6/3/24

Address 11509 SW Herman Road

City, State, Zip Tualatin, OR 97062

Contact Person Melissa Williams

Title Bid & Contract Manager

Authorized
Signature

Tony Zeikle

Title Senior VP of Revenue

Email

LSBIDS@lightspeed-tek.com

Phone 800.732.8999

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency Cooperative Purchasing Connection

Authorized
Signature

DocuSigned by:

Jane Eastes

6D9BB432BB3040A...

Name Jane Eastes

Title Executive Deputy Director

Awarded this 1st day of July

Contract # 24.10 - LST

Contract/Agreement to Commence July 1, 2024




Contract Offer & Award

Instructions: Part I of this form is to be completed by the Supplier and signed by its authorized representative. Part II will be completed by the Cooperative Purchasing Connection (CPC) upon the occasion of an award.

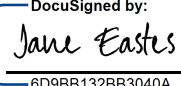
Part I: Supplier

In compliance with the Request for Proposal (RFP), the undersigned warrants that I/we have examined all General Terms and Conditions, Forms and Specifications, and being familiar with all of the conditions surrounding the solicitation, hereby offer and agree to furnish all goods and services in compliance with all terms, conditions, specifications, and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance with this proposal. The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to CPC as stated in the evaluation section, will be a consideration in making the award. This contract offer and award binds said Supplier to all terms and conditions stated in the proposal.

Business Name	<u>Marco Technologies, LLC</u>	Date	<u>6/3/2024</u>
Address	<u>2906 Morrison Ave, Suite #1</u>	City, State, Zip	<u>Bismarck, ND 58504</u>
Contact Person	<u>Brenda Wall</u>	Title	<u>Major Account Executive</u>
Authorized Signature		Title	<u>Director of Major Accounts</u>
Email	<u>danp@marconet.com</u>	Phone	<u>701.751.2860 x7750</u>

Part II: CPC

Your response to the identified proposal is hereby accepted. As a Supplier, you are now bound to offer and provide the products and services identified within this solicitation, your response, including all terms, conditions, specifications, exceptions, and amendments. The initial term of this contract shall be for up to twenty-four (24) months and will commence on the date indicated below. There will be an optional renewal for a period lasting no longer than one (1) additional 24-month period. CPC may grant an extension under certain criteria and conditions.

Agency	<u>Cooperative Purchasing Connection</u>	Authorized Signature	<div>DocuSigned by:</div>  <div>6D9BB132BB3040A...</div>
Name	<u>Jane Eastes</u>	Title	<u>Executive Deputy Director</u>
Awarded this	<u>1st</u> day of <u>July</u>	Contract #	<u>24.10 - MCO</u>
Contract/Agreement to Commence	<u>July 1, 2024</u>		