

RFP 2016-095, Annual Contract for Audio Visual Systems Maintenance and Repair

	Value	Communication Concepts Fort Worth, TX HUB - No	Digital Resources, Inc. Southlake, TX HUB - Yes	<i>George-McKenna</i> Irving, TX HUB - No	Infinity Sound, Ltd. Grand Prairie, TX HUB - No
		Alternate Award	Primary Award	<i>Secondary Award</i>	
Vendor Qualifications and Experience	30%	27.75%	29.25%	22.50%	25.50%
Verifiable References	5%	3.22%	4.63%	2.74%	4.52%
Base Price (four year total)	35%	19.68%	31.91%	35.00%	24.33%
Percentage Mark-Up on Audio Visual Equipment	10%	9.00%	10.00%	8.85%	8.64%
Percentage Mark-Up on Materials	10%	8.64%	10.00%	8.85%	8.64%
Percentage Mark-Up on Software Upgrades	10%	8.75%	10.00%	8.40%	8.40%
Total	100%	77.04%	95.79%	86.34%	80.03%

Notes: Infinity Sound and Signal Perfection, Ltd., a wholly owned subsidiary of AVI/SPL, Inc. stated that they would not accept a Secondary/Alternate Award.

Award Recommendation:

Primary	Digital Resources, Inc.
<i>Secondary</i>	<i>George-McKenna</i>
Alternate	Communication Concepts

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	Value	Omnicooustics & ESP of Texas Hurst, TX HUB - Yes	Signal Perfection, Ltd., a wholly owned subsidiary of AVI/SPL, Inc. Houston, TX HUB - No	Texas Fire & Sound Dallas, TX HUB - No
Vendor Qualifications and Experience	30%	2.25%	18.75%	2.25%
Verifiable References	5%	4.29%	0.00%	3.18%
Base Price (four year total)	35%	26.14%	28.93%	22.66%
Percentage Mark-Up on Audio Visual Equipment	10%	9.39%	9.82%	9.39%
Percentage Mark-Up on Materials	10%	9.39%	8.64%	9.39%
Percentage Mark-Up on Software Upgrades	10%	9.13%	9.55%	9.13%
Total	100%	60.59%	75.69%	56.00%

Notes: Infinity Sound and Signal Perfection, Ltd., a wholly owned subsidiary of AVI/SPL, Inc. stated that they would not accept a Secondary/Alternate Award.

Award Recommendation:

Primary
Secondary
Alternate

Digital Resources, Inc.
George-McKenna
Communication Concepts