



**Determination for Multiple Award  
Technology and Audio/Visual Solutions  
RFP 22-02PV**

In accordance with the requirements of A.A.C. R7-2-1031, a multiple award is necessary, advantageous, and is in the best interest of the 1GPA Members.

The basis for determining whether to award a multiple contract, as stated in the RFP, is based upon consideration for Members' experience with existing products and systems, continuity for parts replacement and future expansion, contractor's ability to provide for a large diverse Membership and geographic areas served. The awards will be limited to the least number of Offerors that 1GPA determines is necessary to meet the needs of its Members.

The actual use of any contract will be at the sole discretion of 1GPA Members.

**Recommended for Award (alpha order):**

<p>Advanced Systems Integration LLC</p>	<p>Advanced Systems Integration LLC (ASI) has served a wide variety of clients in the audio/visual industry nationally since 2011. They have a number of partnerships with hardware manufacturers and are licensed with the Arizona Registrar of Contractors. ASI offers "Speech Precedence" technology that uses acoustical timing to ensure that everyone in the room hears the speaker as if they were within 6 feet. They also offered the best average rate for consulting services amongst the awarded vendors. The firm has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.</p>
<p>Audio Visual Experts LLC</p>	<p>Audio Visual Experts LLC (AV Experts) has been offering turnkey audio/visual solutions to a broad range of clientele since 2013. Headquartered in Tempe, AZ, AV Experts provides fully stocked repair vehicles and loaner equipment if needed. The firm is licensed by the Arizona Registrar of Contractors, has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.</p>

CamNet Inc.	CamNet Inc. offers over 20 years of governmental and educational experience. In addition to hardware, software and audio/visual products and services, CamNet offers digital network infrastructure mapping, server monitoring, managed services, remote backup and file sharing/collaboration services. They offered the best discounts on the most audio/visual manufacturers. They also provide emergency and after-hours support and are licensed through the Arizona Registrar of Contractors. CamNet has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.
CDW Government LLC	CDW Government LLC (CDW-G) is a national Fortune 500 company and top 10 internet retailer. They have been serving K-12 for over 20 years. CDW-G offers 100,000+ products from 1200 manufacturers covering hardware, software and audio/visual solutions. They offer a robust website with punchout capabilities and Google solutions. They were ranked second overall. CDW-G has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.
Commercial Computer Services	Commercial Computer Services (CCS) has offices in 21 states and has been providing products and services since 1991. They specialize in audio solutions, presentation systems and video conferencing. They consult with manufacturers during product development and have a CCS branded line. CCS is licensed with the Arizona Registrar of Contractors, has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.
EAR Professional Audio Video	EAR Professional Audio Video provides factory certified sales and support for a wide range of broadcast related systems including digital content creation, media management and integration, distance learning and remote work environments, VMware and cloud based digital media services and support. They have served governmental agencies and school systems for over 20 years. Their central office is located in Phoenix and they provide 47 dropship locations throughout the US. They were the only offeror to provide discounts for eight of the manufacturers requested. EAR Professional Audio Video has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.
Gaggle.Net Inc.	Gaggle.Net Inc. has been serving the school community for over 20 years. They offer a unique, proprietary safety solution that monitors student activity and sends web filter alerts in several areas – self harm, drugs, bullying, and more. The system provides access to secure teletherapy sessions as well as incorporates a student safety tip line. Gaggle.Net Inc. has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.

<p>Hye Tech Network &amp; Security Solutions LLC</p>	<p>Hye Tech Network &amp; Security LLC has been providing comprehensive professional and managed service programs to Arizona government and education since 2005. They also provide network related hardware, software and various other components nationally. Hye Tech offers technical consulting, pre-implementation design, needs analysis and performance oversight. Hye Tech has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.</p>
<p>IPEVO Inc.</p>	<p>IPEVO Inc. is a manufacturer of FCC Certified, award-winning interactive teaching tools such as document cameras and wireless interactive white board systems. IPEVO strives to make their systems affordable and easy to use. Members will have direct access to the manufacturer for assistance and will have the opportunity to provide feedback to improve products. IPEVO has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.</p>
<p>iTurity LLC</p>	<p>iTurity LLC has been offering K-12 school districts repair services for iPads, Chromebooks and laptops on a national basis for over 9 years. Prepaid shipping containers are provided to the Member so that when a device breaks it can be shipped immediately for quick repair. No other vendor offered this type of service. iTurity has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.</p>
<p>Lightspeed Technologies Inc.</p>	<p>Lightspeed Technologies Inc. has been manufacturing and distributing audio systems for learning spaces to K-12 schools for over 25 years. Their focus is classroom technology, small group communication and intuitive speakers. They also offer refurbished product and have a trade-in program. Lightspeed offers a 5-year product warranty and has representatives located throughout the US. Lightspeed Technologies Inc. has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.</p>
<p>Logicalis Inc.</p>	<p>Logicalis Inc. has been providing self-performed, turnkey network integration since 1998. Their clients include K-12, governmental agencies and higher education. They provide a full line of hardware, software, audio/visual products and related services nationally and is licensed with the Arizona Registrar of Contractors. They offered the most hardware and software manufacturers at the highest discounts and were the only firm to offer 39 of the manufacturers requested. Logicalis Inc. was ranked third overall, has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.</p>

ManCom Inc.	Since 2012, ManCom Inc. has offered system integration, IT and voice communications services, website and SEO development and integration management support to government and educational clients. They also negotiate savings with the Member's internet providers and offer floor model discounts with a 1-year warranty. ManCom offered the most robust equipment recycling program that includes data wipe, disposal and resell. They also offer consulting services. ManCom Inc. has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.
NeedThese, a dba of Creative Industries & Technology LLC	NeedThese is an award-winning supplier of hardware, software, audio/visual equipment and related services. They have served educational institutions in the continental US since 1999. They also were the only offeror to provide discounts for three of the manufacturers requested and was the fifth highest ranking vendor overall. NeedThese has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.
Netsian Technologies Group, a dba of Wilson Electric Services Corp	Netsian Technologies Group designs, installs, programs and services the industry's leading products for Arizona Members' technological needs. They offer 24-hour emergency service and system maintenance. They also provide client material storage, cable, fiber, Wi-Fi, voice, phone and in house prefab. They offered the best average service rates overall. Netsian Technologies Group is licensed with the Arizona Registrar of Contractors, has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.
PCS Wireless	Since 2001, PCS Wireless has been helping schools, enterprises and more save money by providing premium, pre-owned and refurbished phones, tablets and laptops. They also offer trade-in and buyback programs. PCS Wireless has a NIST-800 and ADISA compliant data clearing system to ensure that all devices received are cleared of all personal and professional data and properly restored to the original factory settings. No other vendor offered this service. PCS Wireless has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.
Presidio Networked Solutions Group LLC	Since 1986, Presidio Networked Solutions Group LLC has architected, deployed and maintained hardware and software systems and solutions for a large number of educational institutions. They have high-level partnerships with many manufacturers in each of these categories. They also design and build customized video conferencing solutions and provide a wide array of related consulting and managed services. Presidio is licensed with the Arizona Registrar of Contractors, has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.

Sentinel Technologies Inc.	Sentinel Technologies Inc has been providing services to government agencies and educational institutions nationally since 1982. They offer a variety of service plan options and have several OEM certifications and partnerships with manufacturers. They also offer consulting services. Sentinel has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.
Troxell Communications Inc.	Troxell Communications Inc. has been meeting the hardware, software, and audio/visual needs of Pre-K-university clients since 1983. They can support Members on a national basis and are the overall highest-ranking vendor. They also offered the most audio/visual manufacturers requested. Troxell is licensed by the Arizona Registrar of Contractors, has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.
Visp Group LLC	Since 2010, Visp Group LLC has been supplying hardware, software and audio/visual solutions to a variety of clients throughout the continental US. They also provide custom-tailored maintenance programs, and technical/ support services. They offer network analysis, drone demos for students and replacement/removal services. Visp Group was ranked fourth overall, has no active exclusions or restrictions through the System for Award Management and is registered with the Corporation Commission.

Each vendor provides an extensive and comprehensive array of products and services to assist 1GPA Members in supporting their technology and audio/visual related needs. Technology changes at a rapid pace. Members need access to innovative vendors that can supply equipment, support and related services in a timely and sometimes expedient manner. Budget is also a growing concern as prices are on the rise, so having the option to purchase refurbished equipment or to repair equipment they already own is essential. A multiple award ensures Members will have access to a full line of products, equipment and services. No one vendor can meet all the needs of 1GPA Members for technology and audio/visual solutions.

1GPA/Paradise Valley Unified School District recommend Members prepare a Written Determination that specifies the reasons the vendor was chosen to satisfy the requirements of rule R7-2-1004 Written Determinations: "Written determinations required by Articles 10 and 11, including for any specified professional services, construction, construction services or materials to an entity selected from a qualified select bidders list or through a school purchasing cooperative, shall specify the reasons for the determination, including how the determination was made."

Based upon these factors, Paradise Valley Unified School District and 1GPA have determined the necessity of a multiple award for technology and audio/visual solutions. A single award is not advantageous to 1GPA's Members. The contract award recommendation is to the least number of suppliers necessary to meet the needs of 1GPA Members.

**Not Recommended for Award (alpha order):**

- Data Image LLC
- Encore Data Products Inc.
- Immedia LLC
- IT Recycling Group
- Teach Logic LLC
- TFD Unlimited LLC
- Tri-Force Consulting Services
- vCloud Tech Inc.

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