Panel for Educational Policy
Contract Agenda
December 11, 2013

Item: 1 Withdrawn

Item: 2 **Description:** Fresh milk and dairy products for schools.

Term: 7 months **Options:** None **Funding:** Tax Levy

Division: Office of School Food **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Bartlett Dairy	$7,042,583
Elmhurst Dairy	$6,109,488

Item: 3 **Description:** Supply and distribution of fresh bread and rolls for school cafeterias.

Term: 7 Months **Options:** None **Funding:** Tax Levy

Division: Office of School Food **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Grocery Haulers dba Operative Cake Corp.	$2,404,450
Metro Food Distributors, Inc.	$2,419,467
Palagonia Bakery Co, Inc.	$2,402,408

Item: 4 **Description:** Enhance and maintain the web-based "iPlan" portal.

Term: 3 years **Options:** 2 one year options **Funding:** Tax Levy

Division: Division of Academics, Performance and Support **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Infusiondev. LLC	$657,360

Item: 5 **Description:** Repair and maintain metal windows in schools and administrative buildings.

Term: 5 years **Options:** 270 day option **Funding:** Tax Levy

Division: Division of School Facilities **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Lake Iron Works d/b/a Pooran Lakeram	$347,250

Item: 6 **Description:** Repair of plumbing systems in schools and administrative buildings.

Term: 5 years **Options:** 270 day option **Funding:** Tax Levy

Division: Division of School Facilities **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Par Plumbing Co. Inc.	$1,486,980

Item: 7 Withdrawn

Item: 8 **Description:** Arts education services in the disciplines of dance, music, theater, visual arts and the moving image. (RA#9)

Term: 5 years **Options:** None **Funding:** Various

Division: Office of Curriculum & Professional Development **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Carnegie Hall Corporation	$180,000
East LA Classic Theatre	$30,000
Making Books Sing	$120,000
New York City Ballet, Inc.	$40,000

Item: 9 **Description:** Expanded Learning Time (ELT) for tutoring services (RA#4)

Term: 5 years **Options:** None **Funding:** Various

Division: Division of Contracts and Purchasing **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
Acadamia. Net, LLP	$50,000
Datamatics Inc. dba Achieve Highpoints	$50,000
Francis School	$50,000
SmartStart Education, LLC	$120,000

Item: 10 **Description:** Professional development services for school leaders and teachers in instructional strategies, student-centered academic counseling services, sustainable leadership, quality teaching, and student achievement. (RA #3)

Term: 5 years **Options:** None **Funding:** Various

Division: Division of Academics, Performance and Support **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
ASCD	$800,000
The After School Corporation (TASC)	$30,000

Item: 11 **Description:** Conflict resolution and peer mediation training for students at Bread and Roses High School in Manhattan.

Term: 1 year **Options:** None **Funding:** City Council

Division: Community School District 05 **Contract Type:** Full Value

Vendor Name	Annual Amount
New York City Mission Society	$48,200

Item: 12 **Description:** Family education programs for middle school students and their parents/family members.

Term: 1 year **Options:** None **Funding:** City Council & Tax Levy

Division: Division of Family and Community Engagement **Contract Type:** Full Value

Vendor Name	Annual Amount
Learning Leaders	$88,500

Item: 13 **Description:** Assessment materials to public and participating non-public schools.

Term: 3 years **Options:** None **Funding:** Various

Division: Division of Contracts and Purchasing **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
CTB McGraw-Hill	$1,608,483

Item: 14 **Description:** Add on Item: Audio and video equipment for schools and administrative offices.

Term: 5 years **Options:** None **Funding:** Tax Levy & Reimbursable

Division: Division of Contracts and Purchasing **Contract Type:** Requirements

Vendor Name	Estimated Annual Amount
CDW Government LLC	$16,295,252
Troxell Communications, Inc.	$12,727,164

Item: 1

Description:

Withdrawn

Item: 2

Description:

Fresh milk and dairy products for schools.

REQUEST FOR AUTHORIZATION TO EXTEND CONTRACTS FOR THE DISTRIBUTION OF MILK AND DAIRY PRODUCTS

Total Contract Amount	Funding Source	Contract Term	Option	Procurement Method	Is Contract Retroactive?	Contract Type
$13,152,071	Tax Levy	Seven Months	None	Extension per Section 4-07(b) of DOE Procurement Policy and Procedures	No	Requirements

Vendor Names & Addresses	Elmhurst Dairy 155-25 Styler Road Jamaica, NY 11433
	Bartlett Dairy 105-03 150th St. Jamaica, NY 11433

Contract Manager / Lead Contracting Officer	Division of Contracts and Purchasing Contact
Janice Zapinsky Office of School Support Services (OSSS)	Fior Castellon Procurement Analyst

PURPOSE

Authorization is requested on behalf of the Office of School Food (OSF) to extend current milk and dairy product distribution contracts pursuant to the DOE's Procurement Policy and Procedures, Section 4-07(b), Contract Extensions, which allows the DOE to extend an existing contract for more than one year. These extensions will provide continuity of milk and dairy product distribution to approximately 1,215 OSF-operated kitchens citywide for additional seven months.

DISCUSSION

These contracts, covering the acquisition and distribution of milk and dairy products, were awarded in November 2008 pursuant to a Request for Bids (RFB B0708). Award was made to the lowest responsive, responsible bidders in each area: Elmhurst Dairy in Manhattan; Bartlett Dairy in Staten Island; and Beyer Farms in Bronx, Queens, and Brooklyn.

In December 2012 Beyer notified the DOE that they could no longer perform contracted services and defaulted on their contract. Beyer's work (Bronx, Queens, and Brooklyn) was turned over to Elmhurst and Bartlett under Buy Against contracts with the same expiration date as their original contracts: August 31, 2013. These contracts were extended in accordance with their terms and conditions for 180 days until February 28, 2014.

The Department released a new RFB for Milk and Dairy products distribution (RFB B2318) on November 14, 2013. The release of this new RFB was delayed due to its restructuring to provide for best value contract determinations based on marketing and off-hour delivery schedules. It is necessary therefore to extend the existing contracts for an additional seven months until September 30, 2014.

The Committee on Contracts approved these contracts on December 4, 2013, on the basis of the need for continuity of milk and dairy delivery services, which directly impact on the health and welfare of New York City's schoolchildren.

Comprehensive background checks on Bartlett and Elmhurst uncovered no significant adverse information. School Food confirmed that Bartlett and Elmhurst have performed satisfactorily under past contracts; both vendors have therefore been determined to be responsible.

The original contracts for these services were competitively procured and prices will remain unchanged. Product prices will be adjusted monthly based on changes in cost announced and established by the Federal Milk Market Administrator. On this basis, the prices have been determined to be fair and reasonable.

Vendor	Areas	Seven-Month Contract Value
Elmhurst Dairy	Brooklyn	$4,106,168
	Manhattan	$2,003,320
Bartlett Dairy	Bronx	$2,862,488
	Queens	$3,480,827
	Staten Island	$699,268
	Grand Totals	**$13,152,071**

Item: 3

Description:

Supply and distribution of fresh bread and rolls for school cafeterias.

REQUEST FOR AUTHORIZATION TO EXTEND CONTRACTS FOR BREAD AND ROLLS VIA EMERGENCY DECLARATION

Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$7,226,325	Tax Levy	Seven Months	None	Emergency	No	Requirements

Vendor Names & Addresses	Metro Food Distributors Inc. 179 14-20 149th Avenue Jamaica, NY 11434
	Grocery Haulers Inc. dba Operative Cake Corp. 33-50 12th Street Long Island City, NY 11106
	Palagonia Bakery Co., Inc. 508 Junius Street. Brooklyn, NY 11212

Contract Manager / Lead Contracting Officer	Division of Contracts and Purchasing Contact
Janice Zapinsky Office of School Support Services (OSSS)	Fior Castellon Procurement Analyst

PURPOSE

Authorization is requested on behalf of the Office of School Food (OSF) to extend the current fresh bread and rolls distribution contracts in accordance with the DOE's Procurement Policy and Procedures, Section 3-09, Emergency Purchases. These emergency extensions are requested for seven months to ensure the School Food Meal Program continues to receive bread to provide nutritious meals to approximately 1,215 OSF-operated kitchens citywide on a daily basis. This is necessary for the preservation of the health and general welfare of the children. Since the original contracts predate new rules, Emergency Purchases is the only procurement method available.

DISCUSSION

Existing contracts covering the acquisition and distribution of fresh bread and rolls were awarded in July 2005 and July 2006 (for Staten Island) pursuant to Requests for Bids (RFB) as follows: Palagonia Bakery in Manhattan and Brooklyn 1, Operative Cake in the Bronx and Brooklyn 2, and Metro Food in Queens and Staten Island.

These contracts were extended for 180 days until February 28, 2014. The DOE expects to release a new solicitation for these services in December 2013. This new solicitation will be conducted as a Request for Proposals (RFP) in order to allow the DOE more flexibility in the purchase different bread items. This restructuring has delayed the RFP's release, so it is necessary to extend the current contracts for an additional seven months until September 30, 2014 to enable the DOE to continue receiving bread without interruption until the new contracts are in place.

Comprehensive background checks revealed no significant adverse information for Metro Food and Operative Cake. Palagonia is currently listed as Debarred by the NYS Worker's Compensation Board but the debarment relates only to "public work" contracts. The DOE has confirmed with the Bureau of Public Works that the instant contract would not constitute such. Moreover, Palagonia has provided

evidence that it has current worker's compensation insurance. Accordingly, the DOE does not believe this matter precludes a determination that the vendor is responsible. OSF has confirmed that all of these vendors have been providing satisfactory service; they have therefore been determined to be responsible.

The original contracts were competitively bid and, since pricing will remain the same during the extension period, it has therefore been determined to be fair and reasonable. Estimated costs are based on past usage.

Vendors – RFB 1C295	Area	Total Contract Value / 7 Months
Metro Food Distributors Inc.	Queens	$2,089,982
Grocery Haulers Inc. dba Operative Cake Corp.	Bronx & Brooklyn 2	$2,404,450
Palagonia Bakery	Manhattan & Brooklyn 1	$2,402,408
	RFB 1C295 Totals	**$6,896,840**

Vendor – RFB 1C426	Area	Total Contract Value / 7 Months
Metro Food Distributors Inc.	Staten Island	$329,485

Grand Totals	**$7,226,325**

Item: 4

Description:

Enhance and maintain the web-based "iPlan" portal.

REQUEST FOR AUTHORIZATION TO CONTRACT WITH INFUSIONDEV, LLC TO DEVELOP AND MAINTAIN iPLAN PORTAL

Estimated Annual / Total Contract Amount	Funding Source	Contract Term	Options	Total Options Amount	Procurement Method	Is Contract Retroactive?	Contract Type
$657,360 / $1,972,080	Tax Levy	Three Years (9/1/13-8/31/16)	Two 1-Year Options to Extend	$1,314,720	Negotiated Services	Yes	Requirements

Vendor Name & Address	Infusiondev, L.L.C. 599 Broadway, 5th Floor New York, NY 10012

Contract Manager	Lead Contracting Officer	Division of Contracts & Purchasing Contact
Shannon Lynch Director of School Improvement Division of Academics, Performance & Support (DAPS)	Rachel Feinberg Chief Operating Officer Division of Academics, Performance and Support (DAPS)	Matthew Coffey Procurement Analyst, Central Office Procurement

PURPOSE

Authorization is requested to contract with Infusiondev, L.L.C. (Infusion) to further develop and maintain the web-based "iPlan" portal. The DOE uses this portal for intake, monitoring, and publication of Comprehensive Educational Plans (CEP) for all schools in good standing and School Comprehensive Educational Plans (SCEP) for all Priority and Focus schools, as required by the New York State Department of Education (NYSED) and Chancellor's Regulation A655.

DISCUSSION

In 2008, a NYSED SINI 1003a grant named Infusion to design and implement the iPlan portal. The DOE, in compliance with NYSED's requirements, has used the portal to gather and manage data related to CEPs and SCEPs since then. However, beginning in SY 2014, NYSED will no longer allow the use of SINI grant monies to fund the portal.

The Division of Academics, Performance & Support (DAPS) and the Division of Instructional and Information Technology (DIIT) have determined that replicating and redeploying the portal in its current iteration would cost approximately $2 million and that transferring or deploying the platform to another vendor would incur similarly substantial costs. Therefore, to maintain continuity and cost-effectiveness, these services were procured through a negotiated services agreement with Infusion rather than competitively.

The annual amount is based on historical usage. All rates, except that of the team lead, have remained unchanged from those of the previous contract, which were originally determined by the grantor. Infusion has reduced its program management fees from previous years, so that most of the expenditure is allocated to providing necessary services, with minimal administrative costs. On this basis, and because of the significant cost savings realized by contracting with Infusion relative to the alternatives, prices have been determined to be fair and reasonable.

This contract is retroactive because notification that NYSED had discontinued SINI grant funding for the iPlan portal did not arrive in time to negotiate this contract prior to the previous contract's expiration.

On October 18, 2013, the Committee on Contracts approved this contract on the basis of its cost effectiveness.

DCP has reviewed the vendor's background in the VCIP and VENDEX systems and found no significant adverse information. The vendor has therefore been determined to be responsible.

Item: 5

Description:

Repair and maintain metal windows in schools and administrative buildings.

REQUEST FOR AUTHORIZATION TO CONTRACT WITH LAKE IRON WORKS FOR THE REPAIR OF METAL WINDOWS - RFB B2330

Annual/Total Contract Amount	Funding Source	Contract Term	Options	Estimated Option Amount	Procurement Method	Is Contract Retroactive?	Contract Type
$347,250 / $1,736,250	Tax Levy	Five Years	One 270-Day Extension	$260,761	Request for Bids (RFB)	No	Requirement

Vendor Name & Address	Lake Iron Works D/B/A Pooran Lakeram 94-51 214th Place Queens Village, NY 11428

Service Requestor / Contract Manager	Division of Contracts & Purchasing Contact
Volkert Braren Program Director, Division of School Facilities	Shelley Epstein Director

PURPOSE

Authorization is requested to contract with Lake Iron Works to repair and maintain metal windows in schools and administrative buildings. The work includes material, labor, equipment, and supervision necessary to repair steel and aluminum windows and window operating components. This contract will replace an expired contract.

DISCUSSION

This Request for Bids (RFB) was advertised for seven days in the City Record and on the DCP web site. The RFB covered two aggregate classes as follows: Aggregate Class 1 - Bronx, Queens, and Manhattan, and Aggregate Class 2 - Brooklyn and Staten Island. Five bids were received for each class.

Lake Iron Works, the low bidder for both classes, is recommended for award. DSF held a qualification meeting with the company and determined that they have the organizational capacity to service both areas. Lake Iron Works has held previous contracts with DSF and has provided satisfactory service. DSF is confident they will continue to provide satisfactory service.

A background check conducted by the Vendor Research and Price Analysis Unit found no significant adverse information. As such, the vendor has been determined to be responsible.

The prices on this contract are approximately 10 percent higher than prevailing wage rates. Based on the competitive nature of this procurement and the receipt of several bids, these prices have been determined to be fair and reasonable.

REQUIREMENTS CONTRACT FOR REPAIR OF METAL WINDOWS - B2330

Aggregate Class 1 - Bronx, Queens, and Manhattan

Vendor Name	Annual Contract Value	Total Contract Value / 5 Years
Lake Iron Works	**$161,650**	**$808,250**
City View Alterations Inc.	$173,839	
Abdali Enterprises Inc.	$181,575	
Jaiden Industries Inc.	$206,122	
The Window Group Inc.	$285,215	

Aggregate Class 2 - Brooklyn and Staten Island

Vendor Name	Annual Contract Value	Total Contract Value / 5 Years
Lake Iron Works	**$185,600**	**$928,000**
City View Alterations Inc.	$188,334	
Abdali Enterprises Inc.	$196,800	
Jaiden Industries Inc.	$223,456	
The Window Group Inc.	$309,320	

Item: 6

Description:

Repair of plumbing systems in schools and administrative buildings.

REQUEST FOR AUTHORIZATION TO CONTRACT WITH PAR PLUMBING CO. FOR THE REPAIR OF PLUMBING SYSTEMS - RFB B2343

Annual / Total Contract Amount	Funding Source	Contract Term	Options	Estimated Option Amount	Procurement Method	Is Contract Retroactive?	Contract Type
$1,486,980 / $7,434,900	Tax Levy	Five Years	One 270-Day Extension	$1,115,235	Request for Bids (RFB)	No	Requirement

Vendor Name & Address	Par Plumbing Co. Inc. 60 North Prospect Avenue Lynbrook, NY 11563

Service Requestor / Contract Manager	Division of Contracts & Purchasing Contact
Volkert Braren Program Director Division of School Facilities	Shelley Epstein Director

PURPOSE

Authorization is requested to contract with Par Plumbing to repair plumbing systems in schools and administrative buildings. The works includes all labor, material, and supervision necessary to test, maintain, repair, modify, make addition to, and install plumbing systems and equipment.

DISCUSSION

This contract will replace a contract awarded pursuant to a previous solicitation in which expenditures exceeded the originally estimated total value of the contract during the first two years of the five-year term.

This Request for Bids (RFB) was advertised for seven days in the City Record and on the DCP web site. The RFB included one aggregate class covering the borough of Queens. Seven bids were received. Par Plumbing, the low bidder, met all requirements of the bid and is recommended for award.

A background check revealed disclosure in VENDEX of a 2008 investigation in which the company's principal officer was required to testify regarding the general contractor Builders Group (BG). This matter was resolved in 2011 with three officers of BG pleading guilty to a scheme in which they stole millions of dollars from clients in the New York area by submitting fake invoices and taking kickbacks from subcontractors. No charges were brought against Par Plumbing. VENDEX also discloses an investigation involving unaffiliated company LEHR. Par was required to produce business records for services rendered to LEHR and one of Par's principal officers testified at the trial. No charges were brought against Par and the LEHR employees who were charged were subsequently acquitted. The DOE has spoken with the District Attorney's office and confirmed that Par was not the subject of either investigation.

Par Plumbing has held previous contracts with the DOE and has provided satisfactory service. DSF is confident that the vendor will continue to provide satisfactory service. A review of financial statements did not reveal any risk associated with doing business with the vendor. As such, the vendor is determined to be responsible.

The prices on this contract are approximately fifteen percent higher than those under the previous contract, which was bid in 2011. Based on the competitive nature of this procurement and the receipt of several bids, these prices have been determined to be fair and reasonable.

REQUIREMENTS CONTRACT FOR REPAIR OF PLUMBING SYSTEMS – B2343

Aggregate Class 1 – Queens

Contractor Name	Annual Contract Value	Total Contract Value / 5 Years
Par Plumbing Co Inc.	**$1,486,980**	**$7,434,900**
Tri-Star Plumbing & Heating	$1,493,307	
Chinatown Plumbing & Heating	$1,591,200	
Charles A Dimino Inc.	$1,854,400	
Bissetta & List Inc.	$2,066,591	
M & S Mechanical Services	$2,090,000	
Franco Belli Plumbing	$2,623,400	

Item: 7

Description:

Withdrawn

Item: 8

Description:

Arts education services in the disciplines of dance, music, theater, visual arts and the moving image. (RA#9)

REQUEST FOR AUTHORIZATION (RA #9) FOR ARTS EDUCATION SERVICES (MTAC R0891)

Estimated Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$370,000 / $1,850,000	Various	Five Years	None	Multiple Task Award Contract (MTAC)	No	Requirements

Vendor Names & Addresses	See Table B below.

Service Requestor / Contract Manager	Division of Contracts & Purchasing Contact
Paul King Executive Director, Office of Arts & Special Projects	Aldrina Hazell Procurement Analyst, Instructional Service Procurement

PURPOSE

Authorization is requested on behalf of the Office of Arts and Special Projects (OASP) to contract with the vendors named below to provide Arts Education Services. Awarded vendors will offer direct services to students with optional related professional development and parent engagement in the areas of dance, music, theater, visual arts, and the moving image. These services will be provided at the discretion of each participating school or central office operating on behalf of a school or consortium of schools. Arts services contracts are used by nearly all public and non-public schools.

DISCUSSION

Selected vendors will deliver high-quality arts services that support and advance teaching and learning by building on the *Blueprint for the Arts* and the New York State Learning Standards (NYSLS) for the Arts. The *Blueprint* forms the basis for instructional programs in dance, music, theater, visual arts, and the moving image and is built upon five strands of Arts Learning: Arts Making; Literacy in the Arts; Making Connections; Community and Cultural Resources; and Careers and Life-long Learning. Exemplary services will incorporate the guidelines established in the *Blueprint* while enhancing studies in other areas.

To date, 119 proposals have been received, 88 have been approved for contract award, and four are recommended in this RA.

Proposals were distributed to an evaluation committee that includes Arts Coordinators and Directors from OASP, all of whom are knowledgeable about the *Blueprint* and the NYSLS for the Arts. They have participated in developing the *Blueprint*, are currently implementing quality arts programming, and possess years of experience within the NYC public schools or DOE central offices. To ensure scoring consistency, a training session was conducted for all committee members, in which they received an overview of the process and a scoring rubric. Proposals were evaluated using the following criteria: program plan (25 points), organizational capacity (25 points), demonstrated effectiveness (25 points) and price (25 points). Successful vendors were required to achieve a minimum score of 80 points.

Negotiations resulted in a five percent savings to the DOE when compared to the originally proposed rates. The table below shows the proposed and negotiated average hourly rates for three of the four vendors included in this RA. The negotiated hourly rates range from $51 (New York City Ballet) for dance residencies and lecture/demonstrations to $232 (Making Books Sing) for interactive theatre workshops, performances based on historical and New York City related events, and workshops/residencies using current class curriculum.

Awarded Vendor	Original Average Hourly Rate	Negotiated Average Hourly Rate
East LA Classic Theatre	$211	$188
Making Books Sing	$239	$232
New York City Ballet	$51	$51

Variations in the hourly rates resulted from differing participant capacity, numbers of instructors, level of instructors, and numbers of components/programs offered. Pricing for these vendors has been determined to be fair and reasonable based on a comparison with hourly rates for like services by vendors recommended for award under this solicitation.

The fourth vendor, Carnegie Hall Corporation, reduced its average original hourly rate of $5,800 to $5,500 after negotiations. Carnegie Hall's offerings include concerts, workshops, and residencies in music that help develop listening, singing, and composing skills. Students learn about the orchestra, sing, play the recorder or violin, and perform in a culminating concert at Carnegie Hall. It also offers a Musical Explorers concert for 1,800 participants performed by 60 orchestra musicians, one accompanist, one concert host, one conductor, and three soloists. Services include a year-long curriculum guide and a residency program during which teaching artists will visit an average of five classrooms ten times during the year. Based on these factors, Carnegie's pricing has been determined to be fair and reasonable.

The estimated annual contract amounts for Carnegie, Making Books Sing, and New York City Ballet were based on previous contracts' expenditures for similar services. East LA Classic Theatre is a new vendor and the estimated annual contract amount is based on the estimated minimum amount for a requirements contract of $30,000 for arts education services.

A background check on all of the vendors listed in this RA included VENDEX, VCIP, System for Award Management, and the Uniform Commercial Code found no liens, warrants, or other tax matters. In addition, Carnegie Hall Corporation, Making Books Sing, and New York City Ballet performed services satisfactorily under a prior contract with the DOE. All vendors have therefore been determined to be responsible.

It is necessary to contract for these services because the DOE does not possess the expertise necessary to meet the objectives of this program.

The MTAC process is the preferred procurement method as this process allows the DOE to award contracts for similar services to multiple vendors in order to meet demand for such services and to offer a choice among vendors.

As a part of the MTAC process, all service requests over $25,000 must go through a competitive process for procurement of services. Users will be required to create a scope of services and conduct a mini-solicitation process among the awarded vendors in their component areas. Vendors will be required to provide a statement of work and pricing based on their contracted services, which will be evaluated and scored by the user. Upon completion of this mini-solicitation process, schools will be able to secure services via a purchase order. This process is to ensure competition among the large

number of vendors, who have been awarded contracts as a result of this procurement. Future RAs for these services will be submitted in batches as new providers are presented for award of contracts.

TABLE B			
	Vendor's Name and Address	**Component(s)***	**Estimated Annual/Total Amount**
1	**Carnegie Hall** 881 7th Avenue New York, NY 10019	2 - Music	$180,000 / $900,000
2	**East LA Classic Theatre** 2658 Griffith Park #167 Los Angeles, CA 90039	3 - Theatre	$30,000 / $150,000
3	**Making Books Sing** 340 East 46th Street New York, NY 10017	3 - Theatre	$120,000 / $600,000
4	**New York City Ballet** 70 Lincoln Center – 8th floor New York, NY 10023	1 - Dance	$40,000 / $200,000

***Component Services:**

1. Dance – ballet, modern dance, hip-hop, ballroom, African, Caribbean, dances of other countries and cultures, choreography.
2. Music – hip-hop, jazz, classical, instrumental, vocal, choral, composing.
3. Theater – playwriting, storytelling, performing, playmaking, auditions, assemblies.
4. Visual Arts – museum tours, paintings, murals, drawing, architecture, collages.
5. Moving Image, New Media – film making, videography, photography.
6. Parent Engagement – all of the above subjects in concert with direct student services.

Item: 9

Description:

Expanded Learning Time (ELT) for tutoring services (RA#4)

REQUEST FOR AUTHORIZATION (RA#4) FOR EXPANDED LEARNING TIME STUDENT TUTORING SERVICES

Estimated Annual Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$270,000 / $1,350,000	Various (Tax Levy and Reimbursable)	Five Years	None	Multiple Task Award Contract (MTAC)	No	Requirement

Vendor Names & Addresses	See Table B below.

Contract Manager	Lead Contracting Officer	Division of Contracts and Purchasing Contact
Cheryl Kaplan Administrator Innovation & Vendor Resources Division of Contracts and Purchasing	Ray Burke Chief Administrator Innovation & Vendor Resources Division of Contracts and Purchasing	Joy Gentolia Director, Instructional Services Procurement

PURPOSE

Authorization is requested to contract with the vendors listed below to provide Expanded Learning Time (ELT) student tutoring services in the areas of ELA, reading, and mathematics within City- and State-approved curriculum guidelines in NYCDOE schools. These programs will be provided at the discretion of each participating school.

DISCUSSION

In place of the Supplemental Educational Services, the DOE allows schools to offer alternative Title I eligible services. These services may include tutoring. The proposed contracts provide for a cadre of vendors that schools can choose from for Expanded Learning Time (ELT) based on the needs of their students. Schools will be responsible for selecting service providers by using the Multiple Task Award Contract (MTAC) procurement process and for managing services and payments.

Vendors proposed for one or more of the following components: 1) ELA/Reading-Group, 2) ELA/Reading-Individual, 3) Math-Group, 4) Math-Individual, 5) ELA/Reading/Math-Group, and 6) ELA/Reading/Math-Individual. Services may be provided during the school day, after school, or on non-school days. Non-school days include weekends, summer break, and vacation breaks during the school year and will be available to students in Kindergarten through 12th grade.

Monitored by the school at which the program runs, ELT services must be provided on-site. Attendance sheets for each session, as well as pre- and post-assessments, are required and must be given to the Principal, Principal's designee(s), and/or a designee of the Chancellor upon request. Attendance sheets must identify the location of services (classroom), start and end time and date of services, tutor's name and Personnel Eligibility Tracking System (PETS) ID number, and a complete and accurate accounting of those students present in class, as well as the time they entered and left the session. The final duration of services (hours per day and hours per program), as well as class size and other such details, may be negotiated based on the school's budget and needs.

Proposals were distributed to evaluation committees that included instructional specialists, guidance counselors, grant managers, procurement analysts, and directors from the Office of Safety and Youth Development; Office of Innovation; Division of Academics, Performance and Support; and Division of Contracts and Purchasing. To ensure scoring consistency, a training session was conducted for all committee members in which they received an overview of the process and a scoring rubric. Proposals were scored based on the following criteria: program plan (25 points), organizational capacity (25 points), pricing (25 points), and demonstrated effectiveness (25 points). Successful vendors were required to achieve a minimum score of 80 points.

To date, 41 proposals have been received in response to this solicitation. Seventeen vendors were recommended for contract awards under previous RAs and four are recommended in this RA.

Table A shows the proposed and negotiated hourly rates for each vendor. The negotiated hourly rates for vendors included in this RA range from $185 to $208 for group tutoring services.

Negotiations resulted in an average cost savings of approximately 21 percent in program hourly rates to the DOE. The Vendor Cost Price Analysis (VCPA) unit determined the vendors' pricing to be fair and reasonable based on a comparison with hourly rates for like services by vendors recommended for award under this solicitation.

TABLE A		
Awarded Vendor	Proposed Average Hourly Rate	Negotiated Average Hourly Rate
Group Tutoring		
Acadamia.Net, Inc.	$249	$205
Datamatics, Inc. dba Achieve Highpoints	$473	$208
Francis School	$190	$185
Smart Start Education, LLC	$218	$199

The estimated annual contract amounts were based on FY13 ELT expenditures. For vendors without prior ELT expenditures, the estimated annual contract amounts were based on the estimated minimum amount for ELT student tutoring requirements contracts of $50,000. Background checks for all vendors listed in this request included VENDEX, the Uniform Commercial Code, the Federal Tax Lien, the Federal Excluded Parties List System, and DOE internal sources. No adverse information was revealed for any of the vendors listed here; these vendors have all therefore been determined to be responsible to provide approved services.

The MTAC process is the preferred procurement method as this process allows the DOE to award contracts for similar services to multiple vendors in order to meet demand for such services and to offer a choice among vendors.

As a part of the MTAC process, all service requests over $25,000 must go through a competitive process for procurement of services. Users will be required to create a scope of services and conduct a mini-solicitation process among the awarded vendors in their component areas. Vendors will be required to provide a statement of work and pricing based on their contracted services, which will be evaluated and scored by the user. Upon completion of this mini-solicitation process, schools will be able to secure services via purchase order. This process is to ensure competition among the large number of vendors who have been awarded contracts as a result of this procurement. Future RAs for these services will be submitted in batches as new providers are presented for award of contracts.

TABLE B			
	Vendor's Name & Address	**Component***	**Estimated Annual / Total Amount**
1	**Acadamia.Net, Inc.** 1703 Cope Avenue, Suite C Maplewood, MN 55109	5	$50,000/ $250,000
2	**Datamatics, Inc. dba Achieve HighPoints** 4375 River Green Parkway, Suite 200 Duluth, GA 30096	3	$50,000/ $250,000
3	**Francis School** 4240 Amboy Road Staten Island, NY 10308	5	$50,000/ $250,000
4	**Smart Start Education, LLC** 59 Elm Street, Suite 330A New Haven, CT 06510	1,3,5	$120,000/ $600,000

***Component Services:** 1 - ELA/Reading - Group; 2 - ELA/Reading - Individual; 3 - Math - Group; 4 - Math - Individual; 5 – ELA/Reading/Math - Group; 6 - ELA/Reading/Math - Individual

Item: 10

Description:

Professional development services for school leaders and teachers in instructional strategies, student-centered academic counseling services, sustainable leadership, quality teaching, and student achievement. (RA #3)

REQUEST FOR AUTHORIZATION (RA #3) FOR PROFESSIONAL DEVELOPMENT FOR SCHOOL LEADERS AND TEACHERS (MTAC R0929)

Estimated Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$830,000 / $ 4,150,000	Various, including Tax Levy & Reimbursable	Five Years	None	Multiple Task Award Contract (MTAC)	No	Requirements

	Vendor's Name & Address	Component(s)	Estimated Annual / Total Amount
1	**Association for Supervision and Curriculum Development (ASCD)** 1703 North Beauregard St. Alexandria, VA 22311	1,2,4,5	$800,000 / $4,000,000
2	**The After School Corporation (TASC)** 1440 Broadway, 16th Floor New York, NY 10018	1	$30,000 / $150,000

Service Requestor / Contract Manager	Division of Contracts and Purchasing Contact
Morayo Oyemade Director, Contracts & Operations Division of Academics, Performance & Support	Joy Gentolia Director, Instructional Service Procurement

PURPOSE

Authorization is requested on behalf of the Division of Academics, Performance & Support (DAPS) to contract with the vendors listed above for professional development for school leaders and teachers. These programs will be provided at the discretion of each participating school or central office operating on behalf of a school or consortium of schools.

DISCUSSION

Professional development (PD) for school leaders and teachers is necessary to support instructional strategies that are designed to increase students' learning and academic success. These PD services include developing educators' expertise in integrating process and content for academic counseling services, sustainable leadership, postsecondary readiness, and improved teaching practices. The awarded vendors will provide professional development to school leadership and instructional staff across content areas, with an overall focus on improving the classroom environment for learning and leadership development, while providing best practices to prepare students for the challenges of postsecondary education and work. Awarded vendors will also assist administrators in understanding the concepts of sustainable leadership, particularly in an environment where principals have discretion in decision-making, and are accountable for student success.

Vendors proposed for one or more of the following focus areas of professional development services: 1) Leadership Development, 2) Curriculum Development, 3) Postsecondary Readiness, 4) Classroom Management and Youth Development Principles, and 5) Shifting Pedagogical Practice: Data-Driven Decision-Making and Teacher Accountability.

Thirty-seven proposals were received and evaluated by a minimum of three members drawn from a pool of 36 evaluators. These proposals were evaluated by a committee whose members have school-based and/or administrative experience, and many of whom are former teachers, former principals, literacy coaches, math coaches, program directors, or operations staff from DOE central offices. Proposals were scored based on program plan (25 points), organizational capacity (25 points), pricing (25 points), and demonstrated effectiveness (25 points). Successful vendors were required to achieve a minimum score of 80 points.

Nineteen vendors were recommended for contract awards under previous RAs and two are recommended here.

Recommended vendors offer instructional programs and job-embedded professional development, including teacher and leader effectiveness training. These services help schools improve classroom instruction through focused conversations and data-driven inquiry and decision making. Program delivery methods include à la carte service packages, workshops, and coaching.

The table below shows the proposed and negotiated average hourly rates for each vendor. The negotiated rates range from $219 for TASC's program, which consists of two planning sessions per school year in which participants complete a self-assessment that will develop shared goals, outcomes, and processes aligned with the Common Core Standards, to $239 for ASCD's programs, which focus on using data-driven measures of student progress in meeting standards. Teachers, teacher-leaders, and administrators will have tools, protocols, and processes for analyzing student work.

Negotiations resulted in an average cost savings to the DOE of approximately 52 percent in total program hourly rates. The Vendor Cost Price Analysis (VCPA) unit determined the vendors' pricing to be fair and reasonable based on a comparison with hourly rates for like services by vendors contracted under similar solicitations.

Awarded Vendor		Original Average Hourly Rate	Negotiated Average Hourly Rate
1	Association for Supervision and Curriculum Development (ASCD)	$643	$239
2	The After School Corporation (TASC)	$362	$219

The estimated annual contract amount for ASCD was based on the previous contract's average expenditures for similar services. TASC is a new vendor and the estimated annual contract amount is based on the estimated minimum amount for a requirements contract of $30,000 for professional development for school leaders and teachers.

Background checks included VENDEX, the Uniform Commercial Code, the Federal Tax Lien, and the Federal Excluded Parties List System. As required, a comprehensive background check was performed by DCP's Vendor Research & Price Analysis (VRPA) unit on ASCD. No significant adverse information was revealed. All vendors have therefore been determined to be responsible to provide approved services.

It is necessary to contract for these services because the DOE does not possess the expertise necessary to meet the objectives of this program.

The MTAC process is the preferred procurement method as this process allows the DOE to award contracts for similar services to multiple vendors in order to meet demand for such services and to offer a choice among vendors.

As a part of the MTAC process, all service requests over $25,000 must go through a competitive process for procurement of services. Users will be required to create a scope of services and conduct a mini-solicitation process among the awarded vendors in their component areas. Vendors will be required to provide a statement of work and pricing based on their contracted services, which will be evaluated and scored by the user. Upon completion of this mini-solicitation process, schools will be able to secure services via purchase order. This process is to ensure competition among the large number of vendors who have been awarded contracts as a result of this procurement. Future RAs for these services will be submitted in batches as new providers are presented for award of contracts.

Item: 11

Description:

Conflict resolution and peer mediation training for students at Bread and Roses High School in Manhattan.

REQUEST FOR AUTHORIZATION TO CONTRACT WITH THE NEW YORK CITY MISSION SOCIETY TO PROVIDE CONFLICT RESOLUTION AND PEER MEDIATION TRAINING

Estimated Annual / Total Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$48,200	City Council	One Year (7/1/2013 – 6/30/2014)	None	City Council Allocation, per Section 1-03(c) of DOE Procurement Policy & Procedures	Yes	Full Value

Vendor Name & Address	New York City Mission Society 105 East 22nd Street, 6th Floor New York, NY 10010

Contract Manager	Lead Contracting Officer	Division of Contracts and Purchasing Contact
Angie Guo Senior Operations Manager Office of Safety and Youth Development	Robert Weiner Chief Operating Officer Office of Safety and Youth Development	Denesia Stroom-Blair Procurement Analyst

PURPOSE

Authorization is requested to contract with New York City Mission Society to provide conflict resolution and peer mediation training at Bread and Roses High School in District 5 (Manhattan).

DISCUSSION

New York City Mission Society will provide high-risk students with mediation training, conflict resolution with peer mediators, and anti-violence workshops. Through this series of workshops, students will identify and create alternative peaceful responses, increase their knowledge and understanding of bullying and domestic violence, and acquire skills in mediation and conflict resolution. Mediation training will be offered during lunch periods and after school. Anti-violence workshops will be offered for an hour-and-a-half per day, two days per week. Conflict resolution with peer mediators will be provided as needed within the student popluation.

This contract is retroactive because of the time that was required to review multiple revisions of the work plan and budget.

The Contract Manager's office has experience with the vendor providing these services and confirms that they have performed satisfactorily. DCP reviewed information regarding the vendor's background in the VCIP and VENDEX systems and found no significant adverse information. The vendor has therefore been determined to be responsible.

A competitive sealed bid was not done for this procurement and a contract for these services is necessary because the City Council discretionary allocation specifically named this vendor for the amount stated above. To have the services provided by another party would be contrary to the City Council award process. Pricing for the contracted services was established by the vendor to match the City Council allocation.

Item: 12

Description:

Family education programs for middle school students and their parents/family members.

REQUEST FOR AUTHORIZATION TO CONTRACT WITH LEARNING LEADERS, INC. TO PROVIDE FAMILY ENGAGEMENT IN MIDDLE SCHOOLS

Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$88,500	Tax Levy / City Council	One Year	None	City Council Allocation, per Section 1-03(c) of DOE Procurement Policy & Procedures	Yes	Full Value

Vendor Name & Address	Learning Leaders, Inc. 80 Maiden Lane, 11th Floor New York, NY 10036 Attention: Andre Chipok

Contract Manager	Lead Contracting Officer	Division of Contracts & Purchasing Contact
Sophia Hargraves Budget and Operations Analyst Office of Family and Community Engagement	Jesse Mojica Executive Director Office of Family and Community Engagement	Denesia Stroom-Blair Procurement Analyst

PURPOSE

Authorization is requested to contract with Learning Leaders, Inc. to provide family education programs for middle school students and their parents/family members.

DISCUSSION

Learning Leaders will provide 80 workshops for a minimum of 800 students and parents/family members from 30 middle schools to help strengthen parents'/family members' involvement in their children's education. Parents/family members will be trained in academic expectations, curriculum content, navigating the school system, college awareness, and adolescent development, in addition to building parents'/family members' own education and career skills. These workshops will also help prepare students for high school and emphasize the importance of furthering their education beyond high school.

Services began in September 2013 and will continue through June 2014 at individual schools (in Manhattan, Brooklyn, Bronx, and Queens, with the emphasis on Bronx schools) and/or at citywide locations. This contract is retroactive due to changes with the City Council budget allocation. Upon notification of the revised budget, the awarded vendor submitted the required documentation for the delivery of services based on the amended budget.

The Contract Manager's office has experience with the vendor providing these services and confirms that they performed satisfactorily. DCP reviewed information regarding the vendor's background in the VCIP and VENDEX systems and found no significant adverse information. The vendor has therefore been determined to be responsible.

A competitive sealed bid was not done for this procurement and a contract for these services is necessary because the City Council discretionary allocation specifically named this vendor for the amount stated above. To have the services provided by another party would be contrary to the grant. Pricing for the contract services was established by the grantor in the grant award.

Item: 13

Description:

Assessment materials to public and participating non-public schools.

REQUEST FOR AUTHORIZATION TO CONTRACT WITH CTB McGRAW-HILL TO PROVIDE ASSESSMENT MATERIALS

Estimated Annual / Total Contact Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive ?	Contract Type
$1,608,483 / $4,825,449	Reimbursable, Tax Levy, City Council	Three Years	None	Listing Application	No	Requirements

Vendor Name & Address	CTB McGraw Hill 20 Ryan Ranch Road Monterey, CA 93940

Contract Manager	Lead Contracting Officer
Jennifer Davilla Director, Instructional Materials Procurement	Ray Burke Chief Administrator Innovation and Vendor Resources Division of Contracts and Purchasing

PURPOSE

Authorization is requested to contract with CTB McGraw-Hill to provide assessment materials to public and participating non-public schools.

DISCUSSION

CTB McGraw-Hill is the sole provider of a series of assessment products that seek to measure student achievement, evaluate the effectiveness of teaching and instructional practices, and help improve instructional methods. Slightly more than 90 percent of these materials are printed "paper-and-pencil" products only, with the remainder consisting of printed products and digital versions of the same content. The materials support the study of math, literacy and reading for students in Pre-K through Grade 12. Of these materials, the most commonly used by the DOE are:

- Acuity: Comprehensive assessment that supports school instructional improvement goals.
- Terra Nova: Standard achievement assessment for reading and math (Grades 1-12), English language proficiency (Grades 3-12), and science and social studies (Grades 1-12).
- TABE: Diagnostic assessment for Adult Learners in reading, math, English language proficiency, vocabulary, and spelling.

Because these materials cannot be purchased in the open market, a competitive sealed bid process is impractical.

The estimated contract amount is based on prior contract usage by various public and non-public schools.

The proposed contract requires that the prices the DOE pays be the lowest offered to any customer. As such, pricing for these materials has been determined to be fair and reasonable. In addition, DCP was able to negotiate further discounts, as well as free shipping.

There are 4 cautions in VENDEX for the CTB McGraw Hill and its affiliates. The cautions report that CTB's parent company affiliated Standard & Poor's have been defendants in a number of shareholder class actions, as well as other judicial proceedings brought by clients, governmental entities and others, with allegations including misrepresentations and omissions regarding earnings, securities fraud, breach of fiduciary duties, consumer fraud and deceptive trade practices. Three complaints have been dismissed and others are at various stages of litigation.

CTB experienced significant difficulty with distributed scoring services for 2013 Regents exams selected for electronic scoring, resulting in significant delays in reporting test results for NYC Schools. The DOE and CTB reached agreement that terminated the contract without any admission of liability, fault or wrongdoing and provided the DOE with a $700,000 credit towards future purchases from McGraw Hill companies.

News reports from 2013 discuss problems with CTB's administration and scoring of state-wide tests in Oklahoma and Indiana attributable to slow servers used to score the tests. CTB reports that the issues were resolved during the same week that they occurred and paid a $1.2 million settlement to the Oklahoma Department of Education. Both Oklahoma and Indiana have renewed their contracts with CTB for the 2014 tests. CTB failed to properly discount testing materials provided to the DOE between 2007-2011 resulting in a $189,000 refund to the DOE.

In light of the size of the prime vendor's parent company, McGraw-Hill Companies, which earns $6.5 billion in revenues per year and employs approximately 20,000 people worldwide, and the variety and nature of its businesses, we do not consider the number of these matters, nor their scope, to be unusual. Moreover, in light of the satisfactory resolution of these matters, including those that the DOE has experienced with CTB, we do believe these matters preclude an affirmative responsibility determination.

Item: 14

Description:

Add on Item: Audio and video equipment for schools and administrative offices.

REQUEST FOR AUTHORIZATION TO PURCHASE AUDIO / VIDEO PRODUCTS

Estimated Annual / Total Contract Amount	Funding Source	Contract Term	Options	Procurement Method	Is Contract Retroactive?	Contract Type
$28,999,814 / $144,999,070	Tax Levy / Reimbursable	Five Years	None	Competitive Sealed Bid	No	Requirements

Vendor Names & Addresses	Estimated Annual Amount	Estimated Contract Amount
Troxell Communication, Inc. 4830 S. 38th Street Phoenix, AZ 85040	$12,726,161	$63,630,805
CDW Government LLC 230 N. Milwaukee Ave. Vernon Hills, IL 60061	$16,273,653	$81,368,265

Contract Manager	Lead Contracting Officer	Division of Contracts & Purchasing
Andrea Black Director School Based Procurement	Ray Burke Chief Administrator Innovation & Vendor Resources	Nick Labetti Procurement Analyst School Based Procurement

PURPOSE

Authorization is requested to contract with Troxell Communications and CDW-G to supply audio / video equipment. These contracts will be funded and utilized on an as-needed basis by schools and central offices.

DISCUSSION

A Request for Bids (RFB) was advertised the City Record, on the DCP web site, and to vendors on the DCP bidders list. The RFB consists of two Aggregate Classes: Class A – Interactive White Boards and Class B – Audio Video Products, which contains six categories (Accessories and Components, Audio / Visual Devices, Computer Peripherals, Digital Imaging, Displays/Monitors, and Projection Equipment). Three bids were received for each class.

Bidders were required to provide pricing for specific items that have historically accounted for 80 percent of the purchases in each class, including delivery, installation, training, and maintenance. In all cases, bidders were permitted to bid on the brands and models listed within the bid or offer alternative products that are equivalent to the items specified. Current market conditions for A/V products, including rapid technological development, product obsolescence, and daily price changes, have demonstrated that the DOE would benefit from a cost-plus model. Bidders were therefore required to submit their costs and mark-up percentages for the products in each class category.

In addition to evaluating the unit prices within each of the aggregate classes (which collectively represent 80 percent of the DOE's annual purchases), DCP compared the pricing of a predetermined list of other commonly used items. To ensure equity among the bidders, only items available from all vendors were used for this additional comparison. After the prices of this second group of items were tabulated, the vendors' mark-up percentages and individual items prices were complied to tabulate bids for each aggregate class.
As specified in the RFB, two vendors have been awarded in each class to ensure that the breadth of catalog will meet the needs of schools and offices. Troxell Communications and CDW-G have been recommended for awards as the lowest responsive, responsible bidders for each class. The bid tabulation is shown at the end of this RA

The two suppliers will be listed on the ShopDOE web site, which will be updated weekly. When schools search the e-catalog for an item, the system will automatically search all like items and flag the lowest priced item as the best value. Therefore, it is expected that the estimated contract values will actually be split between the vendors.

The prices offered under this contract are on average 34 percent below the nationally published manufacturers' suggested retailed price lists for Aggregate Class A, and are on average 17.5 percent lower for Class B. It is estimated that the DOE will save $3.5 million over the term of this contract when compared to the costs of the previous contract. In addition, CDW has offered a Voluntary Price Reduction for Aggregate Class A from 9.0 to 8.75 percent. On this basis, prices have been determined to be fair and reasonable.

Both vendors recommended here have undergone background checks using the Excluded Parties List, the Uniform Commercial Code Lien Search (UCC), VENDEX Advice of Caution, and the Federal Excluded Parties List System. As required comprehensive background checks were performed by DCP's Vendor Research & Price Analysis (VRPA) unit.

VRPA identified noteworthy findings only for CDW:

In 2013, CDW-G agreed to pay $5.66 million to settle allegations that it submitted false claims in connection with a US General Services Administration contract. The settlement resolves allegations that for more than a decade the company improperly charged government buyers for shipping, sold products manufactured in China and other countries prohibited by trade agreements and underreported sales. Following the settlement, the Justice Department issued a press release that indicated "The claims settled by this agreement are allegations only, and there has been no determination of liability." In light of how this matter was resolved, in which no liability was found on the part of CDW, the DOE does not believe it should preclude a determination that the vendor is responsible.

Troxell and CDW have held previous contracts with the DOE under which they performed satisfactorily; they have thus been determined to be responsible with respect to the terms of this contract.

AGGREGATE CLASS A - INTERACTIVE WHITE BOARDS

Vendor			
Troxell	Mark-Up	1.90%	
	*Aggregate Class Total	$5,408,487	
CDW-G	Mark-Up	Initial	With VPR
		9.00%	8.75%
	*Aggregate Class Total	$8,638,909	$8,617,312
TEQ	Mark-Up	34.00%	
	*Aggregate Class Total	$8,726,312	

AGGREGATE CLASS B – AUDIO / VISUAL PRODUCTS

Vendor		Categories						Annual Contract Amount
		Accessories & Components	Audio / Video Devices	Computer Peripherals	Digital Imaging	Displays / Monitors	Projection Devices	
Troxell	Mark-Up	2.70%	3.70%	3.60%	3.50%	4.90%	3.90%	$7,317,674
	*Aggregate Class Total	$196,512	$284,041	$146,754	$800,439	$1,365,119	$4,524,809	
CDW-G	Mark-Up	11.00%	10.50%	17.50%	7.50%	7.50%	7.50%	$7,656,341
	*Aggregate Class Total	$223,047	$320,997	$137,837	$803,055	$1,419,262	$4,752,143	
B&H Photo	Mark-Up	9.50%	9.50%	9.50%	9.50%	12.00%	7.75%	$7,759,596
	*Aggregate Class Total	$184,577	$308,401	$122,301	$781,534	$1,505,263	$4,857,520	

*Aggregate Class Totals are inclusive of the line item pricing.