

**RFP 18-16: Collaboration Presentation System  
Executive Summary**

**Prepared for June 2018  
Board of Education Approval**

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# RFP 18 - 16: Collaboration Presentation System

## Executive Summary

### Introduction

The Information Technology Division of DeKalb County School District (DCSD) requested proposals from qualified offerors of multiple solutions for the Collaboration Presentation System solution to be used in teaching and learning environments in the school district. The district solicited for respondents who could provide *interactive flat panel* solutions of various sizes (and features) embedded with a computer. The flat panel specifications are listed below.

- 70-inch Flat Panel
- 75-inch Flat Panel
- 84-inch Flat Panel
- 96-inch Flat Panel
- Mobile Solution

Fifteen proposals were reviewed and 14 deemed responsive, with 17 solutions (or possible choices) provided.

### Evaluation Results

Based on a careful evaluation of how well each of the 17 possible choices could meet the 5 major criteria considered, Virtucom (ViewSonic) appears to be the best choice.

The 17 choices considered were:

- Virtucom (ViewSonic)
- CDW-G LLC (ViewSonic)
- CDW-G LLC (Promethean)
- Summit Solutionz Inc (ClearTouch)
- Troxell Communications (NewLine)
- Howard Technology Solutions (BoxLight ProColor)
- CCS Southeast (ViewSonic)
- EMTEC Inc (Infocus)
- Troxell Communications (ClearTouch)
- LeCroy Education Tech (Galaxy Next Generation)

ELB (Prowise+ProLine)  
ELB (Prowise+EntryLine UHD)  
Audio Visual Innovation Inc (Clary One Screen)  
Summit Solutionz Inc (Smart)  
Unified AV System (ViewSonic)  
Unified AV Systems (Smart)  
American Electronic Entertainment Inc (OneScreen Canvas)

The criteria and weights used to evaluate the options were (in order of importance):

Cost – 40%  
Equipment and Software – 20%  
Services and Support – 20%  
Training – 15%  
Company's Profile – 5%

Of all the choices considered, 10 were leading candidates. These "top options" were:

Virtucom (ViewSonic)  
CDW-G LLC (ViewSonic)  
CDW-G LLC (Promethean)  
Summit Solutionz Inc (ClearTouch)  
Troxell Communications (NewLine)  
Howard Technology Solutions (BoxLight ProColor)  
CCS Southeast (ViewSonic)  
EMTEC Inc (Infocus)  
Troxell Communications (ClearTouch)  
LeCroy Education Tech (Galaxy Next Generation)

## Criteria and Requirements

The question of "RFP 18 - 16: Collaboration Presentation System" was evaluated by means of a decision table.

	Cost						
		Equipment and Software				Company's Profile	
				Services and Support			Summary
					Training		
Virtucom (ViewSonic)	8.23	19.50	19.00	15.00	5.00	9.14	
CDW-G LLC (ViewSonic)	8.49	19.50	18.00	14.50	5.00	9.10	
CDW-G LLC (Promethean)	8.29	19.50	18.00	14.50	5.00	9.02	
Summit Solutionz Inc (ClearTouch)	7.93	20.00	16.00	14.50	5.00	8.72	
Troxell Communications (NewLine)	9.11	20.00	12.50	14.00	4.00	8.69	
Howard Technology Solutions (BoxLight ProColor)	8.10	19.50	15.50	15.00	4.00	8.64	
CCS Southeast (ViewSonic)	7.33	19.00	16.50	15.00	4.00	8.38	
EMTEC Inc (Infocus)	6.34	19.50	19.00	14.00	5.00	8.29	
Troxell Communications (ClearTouch)	8.29	20.00	11.50	14.00	3.00	8.17	
LeCroy Education Tech (Galaxy Next Generation)	8.89	18.50	14.50	7.00	3.50	7.91	
ELB (Prowise+ProLine)	0.00	19.00	16.50	15.00	3.00	8.93	
ELB (Prowise+EntryLine UHD)	0.00	18.00	16.50	15.00	3.00	8.75	
Audio Visual Innovation Inc (Clary One Screen)	0.00	19.50	13.50	13.00	5.00	8.50	
Summit Solutionz Inc (Smart)	0.00	15.50	16.00	14.50	5.00	8.50	
Unified AV System (ViewSonic)	0.00	17.50	13.00	10.50	2.00	7.17	
Unified AV Systems (Smart)	0.00	17.50	13.00	10.50	2.00	7.17	
American Electronic Entertainment Inc (OneScreen Canvas)	0.00	17.50	10.00	3.50	1.00	5.33	

**Decision Table for RFP 18 - 16: Collaboration Presentation System**

DecideRight Table Legend	
Light Green	Excellent
Dark green	Good
Yellow	Fair
Red	Poor
Black	Cost or information requested for details for a specific requirement was not provided but was required and a rating of "Fails" is given. This rating counts against the overall total of the response

## Conclusion

Based on the best and final offers from the top three responding vendors below, DCSD has determined that the best course of action would be to put 75-inch boards in the classrooms and 84-/86-inch boards in the media centers. When **all** criteria were evaluated, it was determined that Virtucom (ViewSonic) was the best choice.

### Flat Panel 75-inch w/CPU

Top 3 Companies	Initial Offer	Best & Final Offer	Difference
Virtucom (ViewSonic)	\$4,492.00	\$4,218.84	\$273.16
CDW-G (ViewSonic)	\$4,561.93	\$4,319.00	\$242.93
CDW-G (Promethean)	\$4,752.72	\$4,273.75	\$478.97
Summit (ClearTouch)	\$5,161.00	\$4,215.24	\$945.76

### Flat Panel 84-inch/86-inch w/CPU

Top 3 Companies	Initial Offer	Best & Final Offer	Difference
Virtucom (ViewSonic - 86-inch)	\$7,238.00	\$6,900.25	\$337.75
CDW-G (ViewSonic - 86-inch)	\$7,535.29	\$7,058.00	\$477.29
CDW-G (Promethean - 86-inch)	\$6,845.44	\$6,538.75	\$306.69
Summit (ClearTouch)	\$6,474.00	\$5,218.00	\$1,256.00

Even though solicitation requirements and costs for flat panel devices have the CPU embedded. The cost proposal required a line item for the CPU. For the district to be able to outfit all classrooms, it may require the removal of the CPU and use the computer that is already in every classroom and is attached to the existing Promethean board.

#### Flat Panel 75-inch (removed CPU cost)

Top 3 Companies	Initial Offer	Best & Final Offer	Difference
Virtucom (ViewSonic)	\$3,703.00	\$3,442.59	\$260.41
CDW-G (ViewSonic)	\$3,744.79	\$3,502.00	\$242.79
CDW-G (Promethean)	\$4,010.47	\$3,537.25	\$473.22
Summit (ClearTouch)	\$4,356.00	\$3,474.00	\$882.00

#### Flat Panel 84-inch/86-inch (removed CPU cost)

Top 3 Companies	Initial Offer	Best & Final Offer	Difference
Virtucom (ViewSonic - 86-inch)	\$6,449.00	\$6,124.00	\$325.00
CDW-G (ViewSonic - 86-inch)	\$6,718.15	\$6,241.00	\$477.15
CDW-G (Promethean - 86-inch)	\$6,103.19	\$5,802.25	\$300.94
Summit (ClearTouch)	\$5,669.00	\$4,476.76	\$1,192.24