



Kevin Stahl, Purchasing Manager
240 Villa Crest Drive
State College, PA 16801

To: Robert O'Donnell, Superintendent

From: Kevin M. Stahl, Purchasing Manager
Nicholas A. Zepp, Senior IT Manager

Re: Video Systems, FF & E Purchase

Date: December 14, 2017

Administration has determined that the high school renovation project dictates that the district acquire additional television studio equipment. In this instance, existing usable equipment from the North Building television studio will be re-used in the new space and some additional equipment will be purchased. In addition, administration has also determined that enhanced video capability would be beneficial for the Panorama Village Board Room. To that end, the district has entered into substantive discussions with the Lerro Corporation, a firm possessing considerable experience in the educational audio visual market.

A formal quotation has been obtained from the Lerro Corporation for two (2) digital high definition video systems, one for the High School North Building studio and one for the Board Room. The pricing extended reflects Pennsylvania Department of General Services COSTARS discounting, a Commonwealth purchasing methodology widely recognized and accepted by the Pennsylvania Department of Education.

It is the recommendation of administration that the quotation submitted by the Lerro Corporation be accepted for this 2017/18 expenditure at a total delivered cost not to exceed \$40,627.18. In doing so, the high school project can continue on schedule while improving the experience of those constituents interested in viewing the district's Board meetings, both live and recorded. A total of \$16,908.59 has been included in the FF & E log for the high school project.