



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

To: Robert O'Donnell, Superintendent

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

Re: Smart Boards

Date: June 5, 2017

Administration has solicited bids for the purchase of thirteen (13) Smart Technologies interactive smart boards, display mounts, flat screen interfaces and mobile stands. These smart boards will be used to provide curriculum aligned interactive learning experiences in the Health and Physical Education gymnasium spaces. These devices were chosen specifically for their direct compatibility with the interactive software and projectors used in core subject classrooms in order to provide a consistent learning experience between the two educational spaces.

Bid packages were sent to thirty-one (31) technology resellers and the requirement was advertised as mandated by the Public School Code. Ultimately, two (2) vendors responded with pricing as detailed below.

| Item                   | Visual Sound, Inc. |               | Audio Visual Innovations, Inc. |            |
|------------------------|--------------------|---------------|--------------------------------|------------|
|                        | Unit Cost          | Total Cost    | Unit Cost                      | Total Cost |
| Smart Boards           | * \$3,636.00       | * \$47,268.00 | No Bid                         | No Bid     |
| Display Mounts         | * \$554.00         | * \$7,202.00  | \$573.68                       | \$7,457.84 |
| Flat Screen Interfaces | * \$67.00          | * \$871.00    | \$68.42                        | \$889.46   |
| Mobile Stands          | * \$519.00         | * 6,747.00    | \$536.84                       | \$6,978.92 |
| Freight                |                    | * \$1,936.00  |                                | \$999.00   |

It is the recommendation of administration that the sole complete bid submitted by Visual Sound, Inc. be accepted for this 2016/17 expenditure at a total delivered cost not to exceed \$64,024.00. Although only one bid was received for the interactive smart boards (\$3,636 each), administration has confirmed with Smart Technologies, in writing, that the manufacturer's list price for these units is \$5,335 each. It should be noted that funding for this potential purchase would be partially funded (\$35,945) through a federal Ready-To-Learn grant. The balance will be funded from the 2016/17 curriculum budget.