

**BOARD OF COUNTY COMMISSIONERS
AGENDA ITEM SUMMARY**

Meeting Date: 11/16/2011

Division: TECHNICAL SERVICES

Bulk Item: Yes X No

Department: TECHNICAL SERVICES

Staff Contact Person/Phone #: Lisa Druckemiller, 295-5100

AGENDA ITEM WORDING:

Approval to purchase three HDX 7000 Polycom video conferencing cameras, Multipoint software, 25 desktop licenses, 42" NEC LCD Flat Panel Displays and mobile carts from BT Conferencing Video, Inc. as shown on quote # 106762.01 with pricing from FL State Contract # 880-000-09-1, to implement video conferencing in Key West, Marathon and Key Largo

ITEM BACKGROUND: Monroe County has small conference rooms located in most government office buildings. At least one conference room in Key West, Marathon and Key Largo will be equipped with a camera and LCD on a cart (for mobility) to enable groups of people in each conference room to meet with each other over video conferencing. Furthermore, all of the senior County leadership will receive desktop copies of this software to enable one-to-one conversations as well. This will save the County money by lowering our fuel usage, increase our productivity due to savings on travel time, lower our costs for vehicle maintenance, and lower our carbon footprint. While we have tried other conferencing systems in the past, such as Skype, they have required traffic be sent over the Internet. Due to congestion of Internet traffic, it was unreliable, the clarity of the picture was poor, and the quality of the audio was also low, rendering the system unusable. This solution does not use the Internet to make the connections but rather it uses our fast internal data network with very low latency and high throughput. There will be no reduction in clarity or audio quality issues as a result.

PREVIOUS RELEVANT BOCC ACTION: N/A

CONTRACT/AGREEMENT CHANGES: N/A

STAFF RECOMMENDATIONS: Approval

TOTAL COST: \$36,851.04 **INDIRECT COST:** \$0 **BUDGETED:** Yes X No

DIFFERENTIAL OF LOCAL PREFERENCE: N/A

COST TO COUNTY: \$36,851.04 **SOURCE OF FUNDS:** Primarily Ad Valorem

REVENUE PRODUCING: Yes No X **AMOUNT PER MONTH** **Year**

APPROVED BY: County Atty *CJB* OMB/Purchasing *RJC* Risk Management *MS*

DOCUMENTATION: Included Not Required

DISPOSITION: **AGENDA ITEM #**

MONROE COUNTY BOARD OF COUNTY COMMISSIONERS

CONTRACT SUMMARY			
Contract with:	<u>BT Conferencing Video</u>	Contract #Quote	<u>106762.01</u>
		Effective Date:	<u>11/16/11</u>
		Expiration Date:	<u>11/16/12</u>
Contract Purpose/Description:			
<u>BT Conferencing Video, Inc. quote agreement for purchase of Polycom video conferencing equipment from the State of Florida contract # 880-000-09-1 to implement video conferencing in Key West, Marathon and Key Largo conference rooms</u>			
Contract Manager:	<u>Lisa Druckemiller</u>	<u>5100</u>	<u>Technical Services 5-B</u>
	(Name)	(Ext.)	(Department/Stop #)
for BOCC meeting on <u>11/16/11</u> Agenda Deadline: <u>11/01/11</u>			

CONTRACT COSTS			
Total Dollar Value of Contract: \$	<u>36,851.04</u>	Current Year Portion: \$	<u>36,851.04</u>
Budgeted? Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>	Account Codes:	<u>001-05002-530-340-</u>
Grant: \$	<u> </u>		<u> </u>
County Match: \$	<u> </u>		<u> </u>
ADDITIONAL COSTS			
Estimated Ongoing Costs: \$0/yr	For: <u>Video conferencing equipment</u>		
(Not included in dollar value above)	(eg. maintenance, utilities, janitorial, salaries, etc.)		

CONTRACT REVIEW				
	Date In	Changes Needed	Reviewer	Date Out
Division Director	<u>10/31/11</u>	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	<u>[Signature]</u>	<u>10/31/11</u>
Risk Management	<u>10/31-11</u>	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	<u>[Signature]</u>	<u>10/31-11</u>
O.M.B./Purchasing	<u>10-31-11</u>	Yes <input type="checkbox"/> No <input type="checkbox"/>	<u>P. Lipp</u>	<u>10-31-11</u>
County Attorney	<u>10/28/11</u>	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	<u>Christine Bullett-Barrow</u>	<u>10/28/11</u>
Comments: _____				



Quote
State Contract # 880-000-09-1

BT Conferencing Video, Inc.
11400 Westmoor Circle
Suite 225
Westminster, CO 80021

Sales Rep: Debra Blanco
Phone: 561-547-6633
Fax: (561) 431-5748
Email: debra.blanco@bt.com

Quote #: 106762.01
Date: 10/28/2011

Ship To:

Our Remit To Address Is:
BT Conferencing Video Inc
Dept CH 19399
Palatine, IL 60055-9399
303-448-7853

Bill To:

Monroe County
2798 Overseas Hwy.
Marathon, FL
33050
United States
Eric Udell
(305) 289-2504
udell-eric@monroecounty-fl.gov

Wire/Electronic Remittance
Instructions:
Bank Name: Citizens Bank
Account Number: 4009650981
Name on Account: BT
Conferencing Video Inc
Routing/ABA Number: 021313103
Swift Code: CTZIUS33

Qty	Mfg. Part #	Description	List Price	Unit Price	Ext. Price
Polycom HDX7000 options					
3	V422	NEC - Display - LCD: 42in LCD Public Display Monitor 1920x1080 (FHD) Black with full AV function	\$1,077.00	\$950.59	\$2,851.77
1	5150-82725-003	Polycom - License: Telepresence M100 Desktop Conferencing Application for 25 users (includes mainten	\$1,799.00	\$1,375.71	\$1,375.71
3	RPS-1000S	Avteq - Cart: Executive Cart Mobile Flat Screen Stand, supports up to one 65in plasma or LCD screen	\$3,999.00	\$1,686.37	\$5,059.11
3	5150-23912-001	Polycom - License: HDX MPPPlus Multipoint Software Option License for HDX 4000/8000/7000/9000 Series	\$3,099.00	\$1,822.71	\$5,468.13
3	SVC-RM-1Y-PCHDX7000	BT Conferencing Support One Care Remote for Polycom HDX 7000 Series, 1 Year	\$995.00	\$895.50	\$2,686.50
3	7200-23130-001	HDX 7000-720: HDX 7000 HD codec, EagleEye HD camera, HDX mic array, P+C, PPCIP, 2nd monitor, Eng rmt	\$9,999.00	\$6,469.94	\$19,409.82
Polycom HDX7000 options total					\$36,851.04
Subtotal					\$36,851.04
Total					\$36,851.04

QUOTE TERMS AND CONDITIONS:

Any sales of equipment, BT services, or manufacturer's maintenance or installation services under this Quote shall be governed by BT's standard terms to be found at <http://www.btconferencing.com/about-us/terms-and-conditions/> and the manufacturer' s maintenance or installation service description found on the manufacturer' s web site and/or provided.

If applicant chooses to change Service Providers for any reason, prior to the completion of this contract with BT Conferencing Video Inc., applicant will be subject to a 25% fee of the total contract amount.

Pricing:

Shipping, Taxes, handling charges, VAT or Customs charges are not included in the quoted price unless explicitly identified on the quote.

The cost of freight and in-transit insurance incurred by BT Conferencing Video Inc. will appear as an additional charge on Customer's invoice.

All equipment sales are FOB origin, shipping prepaid and added.

Quotes are valid for 30 days.

Pricing shown is for units sold and shipped in the United States unless otherwise stated.

Invoice terms are net 30 days.

Additional network connectivity may be required for activation of Remote Equipment Monitoring as a stand alone service or bundled with One Care Plus. Network fees are not included unless otherwise stated.

Installations:

Equipment and services may be invoiced separately depending on installation schedules.

It is your responsibility to prepare sites for installation prior to a scheduled installation date. Site preparation includes all facility requirements including network. In the event the site is unprepared at the time of scheduled installation and a return visit is required, you will be billed a 2nd trip charge of \$1500.

Installations cancelled with less than 72 hours notice are subject to a \$1500 installation fee.

All installations must be completed within 4 months from the order date or an invoice will be sent, excluding installation.

BT Conferencing Video Inc. standard lead time for installation services is 30 days from the date of order release.

Installation services include system orientation for up to 1 hour performed by a Field Engineer.

Returns:

Custom products are non-returnable and may require a non-refundable deposit.

Returns are subject to a minimum re-stocking fee of 25% of the list price of the items being returned. No defective item may be returned without prior RMA approval from BT Conferencing Video Inc. Any return must be received by BT Conferencing Video Inc., or the manufacturer where applicable, within 15 calendar days of delivery or you will be invoiced for the defective item at the current published MSRP price.

Warranty & Maintenance Agreements:

Standard Manufacturer warranties apply on all equipment.

All equipment warranties shall commence upon delivery of the equipment to the customer site.

BT Conferencing Video Inc. maintenance coverage begins on the date of the service invoice. Maintenance coverage is billed in advance annually.

Any special warranty terms other than BT Conferencing Video Inc. standard offerings are warranted only by the manufacturer and its terms and conditions. You are responsible for special warranty work unless specifically covered under a BT Conferencing Video Inc. Maintenance contract.

BT Conferencing Video Inc. does not cover 'burn-in' on plasmas or similar flat panel monitors.

Service Level Agreements are available on custom One Care programs only and are not included in the standard offer.

No replacement item may be returned without prior RMA approval from BT Conferencing Video Inc. Any such return must be received by BT Conferencing Video Inc., or the manufacturer where applicable, within 15 calendar days of delivery or you will be invoiced for the defective part replacement at the current published MSRP price.

This Quote is not binding on BT Conferencing Video Inc. until accepted by BT Conferencing Video Inc. by signature of its representative below.

This Quote is confidential between the customer and BT Conferencing Video Inc. and may not be shown or distributed without prior written approval from BT Conferencing Video Inc.

BY EXECUTING THIS ORDER FORM THE UNDERSIGNED PARTIES ACKNOWLEDGE AND AGREE TO THE TERMS AND CONDITIONS OF THIS QUOTE ORDER FORM AND NO OTHER TERMS AND CONDITIONS, SPECIFICALLY ANY PRE-PRINTED TERMS AND CONDITIONS ON OR PROVIDED WITH ANY PURCHASE ORDER SHALL APPLY.

BT Conferencing Video, Inc.

Customer

Authorized Signature

Authorized Signature

Print Name

Date

Print Name

Date

MONROE COUNTY ATTORNEY

APPROVED AS TO FORM:

Christine M. Lambert-Barrows
CHRISTINE M. LAMBERT-BARROWS
ASSISTANT COUNTY ATTORNEY

Date

10/28/11



7503 Standish Place
Rockville, MD 20855

QUOTATION

Quote # 23039214.04

PLEASE REFER TO THE ABOVE
QUOTE NUMBER WHEN ORDERING

Date: October 28, 2011

Valid through: November 27, 2011

Account #: 12334910

Account Executive: Scott Little
Phone: (800) 986-2259
Fax: (603) 683-0427
Email: fl@govconnection.com

QUOTE PROVIDED TO:

Monroe Bocc FI
Bob Ward
102050 Overseas Hwy Ste 222
Monroe County BOCC
Key Largo, FL 33037-2785

SHIP TO:

AB#: 12476143
MURRAY E NELSON GOV & CULTURAL CTR
BOB WARD
102050 OVERSEAS HIGHWAY
KEY LARGO, FL 33037

DELIVERY		FOB		TERMS		CONTRACT ID #	
1-30 Days A/R/O		Destination		NET 30			
* Line #	Qty	Item #	Manuf. Part #	Description	Price	Ext	
1	3	11440600	7200-23130-001	HDX 7000-720 EagleEye HD Camera HDX Mic Array P+C PPCIP Polycom-Video	\$7,210.61	\$21,631.83	
2	3	8404616	4870-00408-106	1-Year Premier Coverage for HDX 7000 Series Polycom Inc/service	\$878.83	\$2,636.49	
3	3	13344937	RPS-1000S-E	32" Tall cart holds one plasma or LCD screen from 32" to 46" (400 x 400 VESA pattern max). Comes standard with 12RUs of rack space (includes 4 cage nuts), 6 port APC power module, universal screen mounting system and v/c camera platform. Assembly required. Avteq, Inc.	\$1,901.89	\$5,705.67	
4	25	13059693	5150-82725-001	Telepresence M100 Desktop Conferencing 1 User Polycom, Inc.	\$64.18	\$1,604.50	
5	3	7717901	5150-23912-001	HDX MPPlus Multipoint Software - 4 Sites Polycom, Inc.	\$2,062.98	\$6,188.94	



7503 Standish Place
Rockville, MD 20855

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102050 OVERSEAS HIGHWAY
KEY LARGO, FL 33037

DELIVERY		FOB		TERMS		CONTRACT ID #	
1-30 Days A/R/O		Destination		NET 30			
* Line #	Qty	Item #	Manuf. Part #	Description	Price	Ext	
6	3	13105071	E422	42" E422 Commercial Full HD LCD Display with Tuner, Black NEC Display Solutions Of America	\$696.16	\$2,088.48	
	Lines: 6				Total Merchandise	\$39,855.91	
					Fee		
					Ship Via: Heavy Weight Ground	982. pounds	
					Shipping and Handling	\$0.00	
					Tax		
					TOTAL	\$39,855.91	
					* Lease for as low as:	\$1,145.06/Mo.	



PC Mall Gov, Inc.
7421 Gateway Court, Manassas, VA 20109-7313

Popular PC Mall Gov contracts:

DIR-SDD-1023 | TIPS 02103008 | GSA GS-35F-5946H

Quotes are valid 15 days from quote date. Prices are subject to change without notice.



Duns #: 12-936-5420
Tax ID #: 33-0964088

Sales Rep: Justin Ayers
Phone: (800) 625-5468 x82444
Fax: (310)630-3132
E-mail: jayers@pcmallgov.com

MONROE COUNTY BOARD OF COUNTY COMMISSIONERS
ATT: ACCOUNTS PAYABLE
1200 TRUMAN AVENUE SUITE 211
305-295-5116

Contact: Eric Udell
Ref.:
Quote: S6942182
Date: 10/27/2011

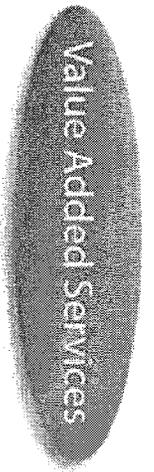
Line	Qty	Manufacturer	PC Mall Gov Part No.	Manufacturer Part No.	Product Description	Product Unit Price	Product Extended Price
1	3	POLYCOM	5955293		HDX 7000-720 EAGLEEYE HD CAMERA	\$ 6,815.00	\$ 20,445.00
2	3	POLYCOM	7492598		HDX MPPLUS MULTIPPOINT SOFTWARE	\$ 1,915.00	\$ 5,745.00
3	5	POLYCOM	8817800		TELEPRESENCE M100 DESKTOP CONFERENCING	\$ 275.00	\$ 1,375.00
4	3	POLYCOM	7692501		1 YR TOTAL COVERAGE HDX 7000 SERIES	\$ 815.00	\$ 2,445.00
5	3	HP CPU	6427809		LD4201 DIGITAL SIGNAGE DISPL US	\$ 996.00	\$ 2,988.00
6	3	AVTEQ	8279461		ROLLABOUT VC CART F/PLASMALED	\$ 2,125.00	\$ 6,375.00

PC Mail Gov Solutions & Services - From On-Site Installs to Help Desk, we offer it all. Ask your rep.



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Systems Refresh & Installation
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Recycling & Disposal
eProcurement
Warehousing & Logistics
Integration & Configuration
IT Lifecycle Management



Courier: UPS GROUND Ship-to: COMMISSIONERS
ATT: ACCOUNTS PAYABLE

Sub-total \$ 39,373.00
Tax \$ -
Shipping F.O.B. FREE
Total \$ 39,373.00



IMPORTANT P.O. INSTRUCTIONS

Please make P.O. out to 'PC MALL GOV' (i.e. not 'PC Mall' or 'Macmall').
Include **PART #s**, **QUOTE #**, **SIGNATURE**, and the terms **NET 30** (or less).
Please **FAX** (310-630-3132) or **E-MAIL** (jayers@pcmallgov.com) P.O. to **ATTN: JUSTIN AYERS**.
SOFTWARE LICENSING: Include **END-USER NAME**, **PHONE #**, and **E-MAIL ADDRESS** in **SHIP-TO** field on P.O.



AT&T Contact: Jim Ewing
 Phone Number: 734 523 7901
 Email: je9185@att.com

Customer: Monroe County Florida
 Date: 10-28-11

Category	Subject	Vendor	Product	Part number	Qty	Price - Post Discount	Extended - Post Discount
Customer Request	Equipment	Polycorn	HDX 7000-720: HDX 7000 HD codec, EagleEye HD camera, HDX mic array, P+C, PPCIIP, 2nd monitor, Eng rmt. Cables: 2 component video (DVI-RCA), audio (RCA-RCA), LAN, NA pwr. Crnty codes 6, 54. NTSC (Maintenance Contract Required)	7200-23130-001	3	\$7,799.22	\$23,397.66
Customer Request	Maintenance	Polycorn	Premier, One Year, HDX 7000 Series	4870-00408-106	3	\$886.64	\$2,659.93
Customer Request	Equipment	Polycorn	HDX MPPlus Multipoint Software Option License. Allows for 4 site MP video calls. Available for HDX systems (4000, 7000, 8000 and 9000 Series).	5150-23912-001	3	\$2,231.28	\$6,693.84
Customer Request	Equipment	LG	Commercial 1080p LCD Display	42LD451C	3	\$1,063.20	\$3,189.60
Customer Request	Equipment	AVTEQ	Enclosed Mobile VC Cart W/Audio	RPS-1000S	3	\$2,798.40	\$8,395.20
Customer Request	Equipment	Polycorn	Polycorn Telepresence M100 Desktop Conferencing Application for 25 users (includes maintenance)	5150-82725-003	1	\$1,403.22	\$1,403.22
							\$45,739.45

Pricing Valid for 30 Days
 PO's should note Net Term 30, Billing and Shipping Details
 Customer is responsible for inspection of equipment for damage at time of shipping
 FAX or Email orders to Jim Ewing - je9185@att.com or 847 513 0442
Shipping not included which will be billed at cost
Assumes customer install