

**ZOOM MEETING OF THE BUSINESS AFFAIRS COMMITTEE OF THE BOARD OF TRUSTEES**

**Community College of Philadelphia  
Wednesday, March 3, 2021 - 9:00 A.M.**

**Present for the Business Affairs Committee:** Lydia Hernández Vélez, Esq., presiding, Mr. Rob Dubow, Mr. Harold Epps, Mr. Steve Herzog, Mr. Michael Soileau, and Mr. Jeremiah J. White, Jr.

**Present for the Administration:** Dr. Donald Guy General, Mr. Jacob Eapen, Ms. Marsia Henley, Dr. Samuel Hirsch, Mr. Gim Lim, Dr. Shannon Rooney, Mr. Derrick Sawyer, Mr. Vijay Sonty, Ms. Mikecia Witherspoon, and Victoria L. Zellers, Esq.

**Guest:** Ms. Sabrina Maynard, City of Philadelphia, Office of the Director of Finance

**PUBLIC SESSION**

**AGENDA**

Ms. Hernández Vélez called the meeting to order at 9:02 A.M. and asked Mr. Eapen to begin with first agenda item: Purchase of 500 Dell Laptops.

**(1) Purchase of 500 Dell Laptops (Action Item):**

Discussion: Mr. Eapen stated that staff are anticipating a need to purchase 500 laptops to support the Summer and Fall Terms for online education of students and providing loaner devices to faculty and staff. The Dell pricing obtained through Dell quote dated February 10, 2021 is the basis for this order. Please refer to Attachment A.

Mr. Eapen stated that staff is using the same numbers that were provided in the Fall and the change in price has not changed substantially: \$35 more in the unit price. He stated that staff felt it was the best time to purchase the laptops with a 3-year warranty, and the fact that CARES Act dollars will be used. Mr. Eapen stated that as of now, the College has 1,614 laptops. Out of the 1,614 laptops, 1,114 were distributed to students, faculty and staff. He stated that staff is requesting that the Business Affairs Committee approve the purchase of the 500 Dell laptops at a cost of \$355,125 using CARES Act institutional dollars.

Mr. Dubow asked if there will be more purchases going forward. Mr. Eapen stated he felt that the College was "well-positioned" with the 500 Dell laptops. This purchase will include laptops for Catto students. Mr. Eapen answered Mr. Epps' question and stated that these laptops were loaners to students, faculty and staff. He further stated that if the student is not continuing in the following semester, the laptop needs to be returned to the College. If not, a fee will be placed on the student's account.

Action: Mr. Epps moved and Mr. Herzog seconded the motion that the Business Affairs Committee recommend to the full Board the purchase of 500 Dell laptops at the total cost of \$355,125 which includes a three-year extended warranty. The purchase shall be made using CARES Act institutional dollars. The motion passed unanimously.

**(2) Resolution of Support for FY 2021-22 PDE Capital Applications (Action Item):**

Discussion: Mr. Eapen stated that the Pennsylvania Department of Education (PDE) requires that all capital applications submitted during the annual capital application process include a Board Resolution of Support for the Project. For the FY 2021-2022 process, and all subsequent cycles, PDE is requiring that previously submitted projects be submitted with new Resolutions.

Mr. Eapen stated that the two projects that were recommended for the 2021-22 cycle, were selected because the academic program capital improvements will receive the maximum amount of points from the Pennsylvania Department of Education when PDE reviews all the submissions from the PA community colleges. Mr. Eapen stated that the first project is the Physics Instructional Space Enhancements which is a carryover capital project and submitted as a cash project in the amount of \$627,000. The second project is the Simulation/Skills Lab for Nursing & Other Allied Health Programs and will be categorized as a new capital project and submitted in the amount of \$725,000. Mr Eapen informed the Committee that this is an application process. Once the application is approved, staff will return to the Committee once a bid process is reviewed and completed.

Action: Mr. Dubow moved and Mr. Epps seconded the motion that the Business Affairs Committee recommend to the full Board the approval of the Resolution of Support for fiscal year 2021-22 PDE capital applications. Please refer to Attachment B for detail on each of the projects and the Resolution of Support. The motion passed unanimously.

**(3) Broker Insurance Services RFP (Action Item):**

Discussion: Mr. Eapen stated that the College's contract with the current insurance broker, WillisTowersWatson, expires June 30, 2021. A broker needs to be in place in March 2021 to commence the marketing of the College's insurance program for fiscal year 2021-2022. Although the College is satisfied with the services provided by Willis, this professional service has not been subject to a bid process since 2012. An RFP process was used to solicit proposals for the College's insurance and risk management services for a three-year period beginning with the services required for the College's July 1, 2021 insurance renewal date with two option years.

Mr. Eapen stated that the College reached out to the major insurance brokerage firms as well as several MBE brokers. Proposals were requested from: Aon, WillisTowersWatson, Arthur J. Gallagher, CBIZ, Bradley & Bradley Associates (MBE), PK Financial Group (MBE), TCG Cayemitte Group (MBE), Trion Group (Marsh & McLennan), Altus Partners, Inc. and Protecdiv Inc. (MBE). Proposals were received from Aon, WillisTowersWatson, Arthur J. Gallagher, and CBIZ Bordon Perlman. No MBE firms responded to the bid.

The proposals were reviewed by a committee consisting of Jacob Eapen (VP for Business & Finance), Victoria Zellers (General Counsel), Derrick Sawyer (Budget Director) and Marsia Henley (Director, Purchasing & Services). In evaluating the proposals and the subsequent interviews, the committee members were evaluating based upon the criteria outlined in the RFP: (1) ability to meet specified qualifications; (2) quality of responses to requested services; (3) cost of services (4) experience with higher education clients and a demonstrated understanding of higher education's unique risk management issues); (5) credentials of firm and proposed account

team members; (6) evidence of continued commitment to account; and (7) commitment to minority participation and firm's commitment to diversity and equity in its hiring and business practices and on project team; and (8) references. The evaluation committee also considered the firms' higher education insurance market understanding and access and ability to benchmark and assess insurance coverages and limits, their understanding of risk issues and risk trends in higher education and their efforts to support the College's efforts to control losses and exposures.

In regards to the proposals presented by the four firms, committee members agreed that all had submitted quality proposals. Since Aon's cost proposal was almost double that of the lowest cost proposal (WillisTowersWatson), and the fact that CBIZ-Borden Perlman's high cost of services was approximately 73% higher than the lowest cost of proposal (WillisTowersWatson), the committee decided to select the lower two firms (WillisTowersWatson and Gallagher) based on their large cost difference and their knowledge of the College's needs.

Further, based on cost, knowledge and commitment to the College account; Gallagher and WillisTowersWatson were invited to make presentations. On March 1, 2021 both Gallagher and WillisTowersWatson made presentations to the committee and responded to committee members' questions. The presentations further demonstrated that both firms have the capability to service the College's account. However, the cost differential along with WillisTowersWatson's knowledge of the College and their demonstrated ability to place coverages at reasonable costs during difficult market conditions is a significant plus. Attachment C includes the Insurance Brokerage Costs and the Summary of the Finalists' Qualifications, Capabilities and Other Relevant Information.

Mr. Eapen compared the cost differences between WillisTowersWatson and Gallagher: Over a five-year period, the cost of WillisTowersWatson will be \$260,000. Over a five-year period, the cost of Gallagher will be \$346,800. WillisTowersWatson has committed to at least 10% of the contract be subcontracted to a MBE firm. WillisTowerWatson is reviewing three minority firms, one of them is Bradley & Bradley Associates which is under negotiation as a potential minority firm. The bid for WillisTowersWatson came in \$5,000 lower from what it is currently charging the College.

Mr. Epps asked what WillisTowersWatsons' rationale was for the minority firm participation to be only 10 percent. Ms. Hernández Vélez asked if there was an opportunity to do more than 10 percent minority participation. Mr. Epps further commented that staff explore what it would take to receive 20 percent minority participation. Mr. Eapen stated that staff will reach out to WillisTowersWatson.

Ms. Zellers pointed out that WillisTowersWatson came in \$5,000 less than what the firm is currently charging the College and substantially less than all other brokerage firms. Mr. Eapen stated that staff will have a discussion with the firm about growing the participation of the MBE's role over the life of the contract.

Mr. Dubow commented about the fact that the insurance market is hardening. He asked if this will affect the College's insurance budget. Mr. Eapen stated that there was a possibility that the insurance costs will go up and once the College gets a broker in place, the broker can start negotiating what will be best for the College. Mr. Dubow asked what is the College's insurance budget. Mr. Sawyer stated that the College's insurance budget is getting close to \$1M.

Last year, the College's insurance renewal was \$948,000. Mr. Sawyer stated that staff is planning that insurance costs will go up this year due to the College's property values being reassessed.

Before the action was taken, Mr. White authorized Mr. Eapen and Ms. Zellers to pursue talking with WillisTowersWatson and report back to Ms. Hernández Vélez regarding a commitment to grow the participation of the MBE over the life of the contract. Ms. Zellers noted that the College needed Board consent tomorrow in order to move the contract forward on-time for renewal. Ms. Zellers also noted that WillisTowersWatson's proposal allowed an early termination clause if the College is unsatisfied with their performance.

Action: Mr. Soileau moved and Mr. Dubow seconded the motion that the Business Affairs Committee recommend to the full Board that the Broker Insurance contract be awarded to WillisTowersWatson for a three-year period in the amount of \$150,000 with two option years in the amount at \$55,000 each year for a total of \$260,000, effective July 1, 2021, with the stipulation that an update will be provided that WillisTowersWatson will consider increasing beyond the MBE's role beyond 10 percent. The motion passed unanimously.

**(4) 35 Smart Technology Classrooms (Action Item):**

Discussion: Mr. Eapen stated that the College has approximately 300 classrooms and labs, of which 65 have older smart technology. Under the CARES Act, the College has an opportunity to improve its classroom technology. The College went through a bid process and selected the following lowest responsible bidders:

- Troxell Communications – Clear Touch Classroom Technology, Dell Monitors at \$462,342.00
- Bridge Cable - Cable Installations at \$48, 810.30
- IMS Technology Services – One Button Studio and Avaya Telephones at \$18,404.06

Mr. Eapen asked Ms. Henley to report on the demographics of each firm. Ms. Henley stated that Troxell Communications, which has the largest portion of the bid, \$462,324, is located in Philadelphia on South 4<sup>th</sup> Street. Troxell has 179 employees, of which 32% are minority. Bridge Cable is located in Abington, PA. Bridge Cable has 8 employees, of which 31% are minority. IMS is located in Garnet Valley, PA in Delaware County. IMS has 101 employees, of which 20.6% are minority.

Ms. Hernández Vélez asked around what percentage of the smart technology classrooms are over five years old. Dr. Hirsch stated that 100 out of the approximately 300 classrooms have adequate and updated equipment. Mr. Eapen pointed out that staff will be doing another bid process for additional smart technology classrooms.

See Pricing Summary in Attachment D.

Action: Mr. Epps moved and Mr. Dubow seconded the motion that the Business Affairs Committee recommend to the full Board that the 35 Smart Technology Classrooms project be awarded to the lowest responsible bidders as follows:

- Troxell Communications – Clear Touch Classroom Technology, Dell Monitors at \$462,342.00
- Bridge Cable - Cable Installations at \$48, 810.30
- IMS Technology Services – One Button Studio and Avaya Telephones at \$18,404.06

The total project cost is \$529,556.36 funded through CARES Act institutional dollars. The motion passed unanimously.

**(5) Next Meeting**

The next meeting of the Business Affairs Committee will be held on Wednesday, March 24<sup>th</sup> at 9:00 A.M.

The meeting adjourned at 9:21 A.M.

**EXECUTIVE SESSION**

An Executive Session followed the Public Session.

**JE/lm**

# **ATTACHMENT A**

**Purchase of 500 Dell Laptops**



## A quote for your consideration.

Based on your business needs, we put the following quote together to help with your purchase decision. Below is a detailed summary of the quote we've created to help you with your purchase decision.

To proceed with this quote, you may respond to this email, order online through your [Premier page](#), or, if you do not have Premier, use this [Quote to Order](#).

<b>Quote No.</b>	<b>3000078693755.1</b>	Sales Rep	Ryan Mcconnell
<b>Total</b>	<b>\$355,125.00</b>	Phone	(800) 456-3355, 6180332
Customer #	8865075	Email	Ryan_McConnell@DELL.com
Quoted On	Feb. 10, 2021	<b>Billing To</b>	ACCOUNTS PAYABLE
Expires by	Mar. 12, 2021		COMM COLLEGE OF
Deal ID	19375458		PHILADELPHIA
			1700 SPRING GARDEN ST
			PHILADELPHIA, PA 19130-3936

### Message from your Sales Rep

Please contact your Dell sales representative if you have any questions or when you're ready to place an order. Thank you for shopping with Dell!

Regards,  
Ryan Mcconnell

### Shipping Group

Shipping To	Shipping Method
WILLIAM BROMLEY COMM COLLEGE OF PHILADELPHIA RCVNG DOCK ON 16TH ST BTWN SPRING GARDEN & CALLOWHIL PHILADELPHIA, PA 19130 (215) 751-8975	Standard Delivery

Product	Unit Price	Quantity	Subtotal
Dell Latitude 3301	\$710.25	500	\$355,125.00

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<b>Subtotal:</b>	<b>\$355,125.00</b>
<b>Shipping:</b>	<b>\$0.00</b>
<b>Non-Taxable Amount:</b>	<b>\$355,125.00</b>
<b>Taxable Amount:</b>	<b>\$0.00</b>
<b>Estimated Tax:</b>	<b>\$0.00</b>
<hr/>	
<b>Total:</b>	<b>\$355,125.00</b>

Special lease pricing may be available for qualified customers. Please contact your DFS Sales Representative for details.



## Shipping Group Details

<b>Shipping To</b> WILLIAM BROMLEY COMM COLLEGE OF PHILADELPHIA RCVNG DOCK ON 16TH ST BTWN SPRING GARDEN & CALLOWHIL PHILADELPHIA, PA 19130 (215) 751-8975	<b>Shipping Method</b> Standard Delivery
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	Quantity	Subtotal		
<b>Dell Latitude 3301</b>	<b>\$710.25 500</b>	<b>\$355,125.00</b>		
Estimated delivery if purchased today: Feb. 18, 2021 Contract # C000000009247 Customer Agreement # COSTARS 003-051				
Description	SKU	Unit Price	Quantity	Subtotal
Dell Latitude 3301 BTX	210-ASBG	-	500	-
8th Generation Intel Core i5-8265U Processor (4 Core,6MB Cache,1.6GHz up to 3.90 GHz)	379-BDKU	-	500	-
Win 10 Pro 64 English, French, Spanish	619-AHKN	-	500	-
No Microsoft Office License Included – 30 day Trial Offer Only	658-BCSB	-	500	-
Integrated Intel(R) UHD Graphics 620 for i5-8265U Processor with 8GB Memory	338-BRRG	-	500	-
8GB LPDDR3 2133MHz	370-AFRL	-	500	-
M.2 256GB 2230 PCIe Class 35 Solid State Drive	400-BCEC	-	500	-
SSD Bracket	400-BFNT	-	500	-
13.3" FHD (1920 x 1080) TrueLife Non-Touch, Camera & Microphone, WLAN Capable, Aluminum	391-BEMN	-	500	-
Palmrest with no security, non-backlit	346-BFOL	-	500	-
Single Pointing Non-backlit Keyboard, English	583-BFRL	-	500	-
Wireless Bluetooth Driver	555-BEZO	-	500	-
Wireless 9560 card	555-BEXU	-	500	-
No Mobile Broadband Card	556-BBCD	-	500	-
4 Cell 52WHR Battery	451-BCKK	-	500	-
65 Watt AC Adapter	450-ADTR	-	500	-
No Anti-Virus Software	650-AAAM	-	500	-
No Media	620-AAOH	-	500	-
US Power Cord	537-BBBL	-	500	-
Quick Start Guide for 3301	340-CMHB	-	500	-
No Carrying Case	460-BBEX	-	500	-
Service and Support Guide MUI, English/French	340-CMGZ	-	500	-
Fixed Hardware Configuration	998-DOWT	-	500	-
Regulatory Label, FCC	389-DPGZ	-	500	-
Dell Client System Update	340-AATY	-	500	-

Dell Digital Delivery Cirrus Client	340-AAUC	-	500	-
SupportAssist	525-BBCL	-	500	-
Waves Maxx Audio	658-BBRB	-	500	-
Dell Developed Recovery Environment	658-BCUV	-	500	-
Dell Power Manager	658-BDVK	-	500	-
Software for Latitude 3301	658-BEGV	-	500	-
Direct Ship Info Mod	340-AASO	-	500	-
System Shipment, Latitude 3301	340-CMHF	-	500	-
MIN CONFIG BOX PACKAGE MOD FOR WW	340-CMHI	-	500	-
System Ship Info	640-BBJB	-	500	-
ENERGY STAR Qualified	387-BBLW	-	500	-
BTS/BTP Smart Selection Shipment (VS)	800-BBQH	-	500	-
EAN label	389-BKKL	-	500	-
Aluminum Bottom Door	321-BEMF	-	500	-
Aluminum LCD Cover	320-BDDT	-	500	-
EPEAT 2018 Registered (Silver)	379-BDTO	-	500	-
Dell Limited Hardware Warranty Extended Year(s)	975-3461	-	500	-
Dell Limited Hardware Warranty	997-6727	-	500	-
Onsite/In-Home Service After Remote Diagnosis, 1 Year	997-6735	-	500	-
Onsite/In-Home Service After Remote Diagnosis, 2 Year Extended	997-6737	-	500	-

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<b>Subtotal:</b>	<b>\$355,125.00</b>
<b>Shipping:</b>	<b>\$0.00</b>
<b>Estimated Tax:</b>	<b>\$0.00</b>
<hr/>	
<b>Total:</b>	<b>\$355,125.00</b>

## **ATTACHMENT B**

### **Resolution of Support for 2021-22 PDE Capital Applications**

## FISCAL YEAR 2021-2022 PDE CAPITAL PROJECTS APPLICATIONS

### **PROJECT NAME: Carry Over Project: Physics Instructional Space Enhancements**

The enhancement of the Physics learning environment consists of facilitating an integrated lecture and laboratory approach, providing easy access to technology and space for demonstration, increased and more efficient space utilization for materials handling / storage, and re-structuring of areas for lab preparation that are needed to support the new technologies, the state-of-the-art equipment and evolving pedagogy of the fields of Physics and Engineering Science. This update will include life-safety and improve accessibility throughout. Instructors and students will have technology rich tools for discovering information and acquiring knowledge thus creating an interactive environment that will foster the ability to exchange information and improve the students' learning experience and course outcomes. The estimated costs for the enhancements to the Physics instructional space are \$627,000 which includes all equipment.

Estimated Total Cost of Project	\$627,000
Cash Project	

### **Simulation / Skills Lab for Nursing & Allied Health Programs**

Enhancements are needed in the West Building to create a state of the art simulation/skills lab environment that can be used by the Nursing and Allied Health programs to allow for skill development and interprofessional education and experiences for the students in these programs. The current lab configuration is not optimal and lacks adequate space. The enhancement will allow for better clinical group simulations, coaching and mentoring activities and would allow for additional lab sections to be run simultaneously. Included with the enhancements would be the creation of two dedicated simulation labs with an adjacent control room. The space would mimic a hospital room and have the appropriate technology to live-feed and record the simulations. A small computer room for student use would also be added. With this enhancement there will be student opportunities to experience the lab components of nursing, respiratory, diagnostic imaging, dental and clinical lab technician as part of the Allied Health 101 course. Instructors and students will have better access to technology rich tools for acquiring knowledge that will lead to improved student outcomes.

Estimated Total Cost of Project	\$725,000
Cash Project	

**COLLEGE: Community College of Philadelphia**

**TITLE: FISCAL YEAR 2021-2022 PDE CAPITAL PROJECTS APPLICATIONS**  
**Board of Trustees**

BE IT RESOLVED THAT THE BOARD OF TRUSTEES OF THE COMMUNITY COLLEGE OF PHILADELPHIA APPROVE THE SUBMISSION OF PDE APPLICATIONS FOR THE FOLLOWING CAPITAL PROJECTS:

**PROJECT**

**NAME: Carry Over Project: Physics Instructional Space Enhancements**

The enhancement of the Physics learning environment consists of facilitating an integrated lecture and laboratory approach, providing easy access to technology and space for demonstration, increased and more efficient space utilization for materials handling / storage, and re-structuring of areas for lab preparation that are needed to support the new technologies, the state-of-the-art equipment and evolving pedagogy of the fields of Physics and Engineering Science. This update will include life-safety and improve accessibility throughout. Instructors and students will have technology rich tools for discovering information and acquiring knowledge thus creating an interactive environment that will foster the ability to exchange information and improve the students' learning experience and course outcomes. The estimated costs for the enhancements to the Physics instructional space are \$627,000 which includes all equipment.

**Estimated Total Cost of Project \$627,000**  
**Cash Project**

**PROJECT**

**NAME: New Project: Simulation/Skills Lab for Nursing & Other Allied Health Programs**

Enhancements are needed in the West Building to create a state of the art simulation/skills lab environment that can be used by the Nursing and Allied Health programs to allow for skill development and interprofessional education and experiences for the students in these programs. The current lab configuration is not optimal and lacks adequate space. The enhancement will allow for better clinical group simulations, coaching and mentoring activities and would allow for additional lab sections to be run simultaneously. Included with the enhancements would be the creation of two dedicated simulation labs with an adjacent control room. The space would mimic a hospital room and have the appropriate technology to live-feed and record the simulations. A small computer room for student use would also be added. With this enhancement there will be student opportunities to experience the lab components of nursing, respiratory, diagnostic imaging, dental and clinical lab technician as part of the Allied Health 101 course. Instructors and students will have better access to technology rich tools for acquiring knowledge that will lead to improved student outcomes.

**Estimated Total Cost of Project \$725,000**  
**Cash Project**

Date of  
Board  
Approval:

Jeremiah J. White, Jr.  
Chair, Board of Trustees  
Community College of Philadelphia

March 4, 2021

# **ATTACHMENT C**

## **Insurance Brokerage Costs**

### **Summary of The Finalists' Qualifications, Capabilities and Other Relevant Information**

**Insurance Broker Costs as Proposed**

Year	Willis	Gallagher	Gallagher*	CBIZ	Aon
1	\$50,000	\$68,000	\$48,000	\$90,000	\$95,000
2	\$50,000	\$68,000	\$73,000	\$90,000	\$95,000
3	\$50,000	\$68,000	\$73,000	\$90,000	\$95,000
Three-Year Totals	\$150,000	\$204,000		\$270,000	\$285,000
4 Option	\$55,000	\$71,400	\$76,400	\$90,000	\$97,850
5 Option	\$55,000	\$71,400	\$76,400	\$90,000	\$97,850
Five-Year Totals	\$260,000	\$346,800	\$346,800	\$450,000	\$480,700

\* Gallagher proposed an alternative payment structure if awarded a five-year contract.

Below is a summary of the finalists' qualifications, capabilities and other relevant information.

- The quality of the firm's responses to the RFP in concert with their answers to questions during the interview process, indicated that they understood the service needs of the College, understood the risk factors impacting higher education in general, and CCP in particular, and had the willingness and capacity to support the College's current risk management efforts. Both firms understood the risk trends in higher education and have a Higher Education practice group with specialists that could be utilized should the need arise.
- Both firms presented detailed "state of the insurance market" analysis which indicated that the market has hardened significantly and premiums are expected to increase, with some lines experiencing double digit premium increases. Both firms have access to the same insurance carriers and both have special relationships with United Educators and CM Regent.
- Both WTW and Gallagher have four Pennsylvania community colleges as clients. Overall, Gallagher services 1,300 higher education clients while WTW has 400 higher education clients.
- The credentials of both finalists are solid both with WTW ranked as the third largest global brokerage firm and Gallagher ranked as the fourth. Both firms proposed a dedicated team that included account managers and claims and loss control specialists. The team proposed by WTW has serviced the College's account for a number of years. Their lead team member, Chris Schwyter has been involved with the College's account for over twenty years and their claims advocate and loss control specialists for multiple years. Gallagher's lead team member, Kelley Meier, has familiarity with the College's account having served on the WTW team prior to her joining Gallagher in 2017.
- The WTW was instrumental in providing insurance coverage reviews for the Hamilton Project, and recently was involved in providing an insurance solution for the newly created CCP Development LLC, securing policies required by the College's New Market Tax Credit partners.
- The College would be serviced by local offices. WTW is located in Radnor, PA and Gallagher is located in Mt. Laurel, NJ.
- Gallagher's proposal included a partnership with a minority-owned insurance agency, NRM International, to perform certain project-related risk management services. WillisTowersWatson, during its presentation, noted that they would utilize a local minority firm in a capacity agreed upon by the College at no additional cost. Both firms highlighted their diversity and inclusion efforts in terms of business practices and employees.



# **ATTACHMENT D**

## **35 Smart Technology Classrooms Pricing Summary**

**RFP# 10139**

**Classroom Technology Upgrades - CARES 1**

Description	Bridge Cable	Troxell Communications	Total Video Products	Visual Sound, Inc.	Howard Technology Solutions	IMS Technology Services
CARES ACT 1 ( 35 ROOM / 86" CLEAR TOUCH RETROFIT ROOMS) (TO BE INSTALLED AND INVOICED BY MAY 5th,2021)	\$0.00	\$457,442.00	\$523,225.00	\$537,891.79	\$567,483.20	\$747,991.34
CARES ACT 1 DELL COMPUTER MONITOR PURCHASE (35 ROOM / 86" CLEAR TOUCH RETROFIT ROOMS)	\$0.00	\$4,900.00	\$0.00	\$6,160.00	\$0.00	\$7,018.90
CARES ACT 1 (35 ROOM / ETHERNET CABLE INSTALLATION SERVICES)	\$48,810.30	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
CARES ACT 1 (ROOM C3-27 ONE BUTTON STUDIO TECHNOLOGY RETROFIT)	\$0.00	\$39,565.19	\$15,460.00	\$18,933.21	\$14,815.00	\$14,488.61
CARES ACT 1 ( 35 ROOM / TELEPHONE EQUIPMENT)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,915.45
<b>Awarded Supplier &amp; Amount</b>	<b>\$48,810.30</b>	<b>\$462,342.00</b>				<b>\$18,404.06</b>
<b>Project Total</b>						<b>\$529,556.36</b>