

# Audio Visual Products, Maintenance and Services RFP – CCC 09-01 - Questions and Answers

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1. Can we bid on products but not maintenance and services?

Answer: Yes, you may bid on products alone.

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2. Extron Electronics is the manufacturer of Extron equipment. We do not sell direct but have authorized resellers we would like to name under this contract. Extron will manage the contract but all orders and payments will go through one of our resellers... Is this ok?

Answer: Our relationship shall be with the successful bidder(s) only.

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3. Promethean, a global leader and innovator in interactive learning technology is now expanding into the Higher Education market. Would it be possible to add Promethean to your list of AV manufacturers for bid CCC-09-01?

Answer: In Section III. **AV Equipment, Products, Maintenance and Services**, paragraph 11. allows for adding lines for products not listed in the RFP. However, for equity in evaluating proposals, only bids on those products appearing in the RFP shall be compared.

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4. How do we address manufacturers who do not publish official price lists?

Answer: There is no way to verify compliance with the contract without a price list.

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5. Can we add additional manufacturers who have applicable products but are not listed?

Answer: See question 3. above.

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6. How do we address manufacturers with products that have varying levels of discount? Do we use a range or do we list specific products and discounts?

Answer: We need something concrete to compare bids. Other bidders listing those manufacturers will have the same issues. Prepare your bid with as much clarity and detail as you can and it shall be evaluated accordingly.

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7. How should we address miscellaneous services such as running cable, power, etc.??

Answer: These are services and should be included in the service category you feel is most appropriate for your bid.

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8. For clarification, Section III, Line 10, AV Equipment Products, Maintenance and Services. The definition of maintenance is an extended service plan as offered by the manufacturer(s). For example, Polycom offers Premier 1 yr & 3yr Services (a faster level of response and shipping) on most of their equipment while Extron offers their products with only the manufacturer's warranty.

Answer: We would expect different manufacturers to have different offerings for maintenance. Prepare your bid accordingly for each manufacturer. Competing bidders will have the same issue.

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9. For clarification, Section III, Manufacturer Chart AV Hardware Type. Is it CCC's desire to have only one percentage off list for the Full Line of AV Products of a given manufacturer? Or, would CCC accept multiple percentages off list lines for one manufacture with different divisions of product. Some manufacturers have several divisions that have different pricing structures. For example, Sharp has at least four divisions: Business to Business for their consumer line. LCD-Plus for their Professional displays. LCD for their standard displays, and Pro AV Plus for their Projectors. Each division's price structure varies and would likely generate different percentages off list. This would allow for more competitive pricing over the one percentage for the entire line.

Answer: We expect that we shall be able to compare product lines for various bidders, particularly if the manufacturer structures pricing the same way for all vendors.

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10. For clarification, Section III, Manufacturer Chart AV Hardware Type. Is it CCC's desire to have a distributors like BTX, Markertek, or Technical Necessities, percentage off list be for their entire catalog, or Distributor branded items only?

Answer: The entire catalog, if it is consistent with the general presentation of the bid.

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