

# STATE OF NORTH CAROLINA/BUNCOMBE COUNTY SCHOOLS REQUEST FOR PROPOSAL

**RFP #09-16**

**PROJECT: SMART PROJECTORS & INTERACTIVE DISPLAYS  
FOR ENKA INTERMIDATE SCHOOL**

**PROJECT DESIGNER: Robert Frisby, Assistant Director of Technology**

**USING AGENCY: Buncombe County Schools**

**ISSUE DATE: 03/25/16**

Sealed proposals subject to the conditions made a part hereof will be received until **4:00 p.m., April 13, 2016** for furnishing all labor, materials, equipment, and services incidental and implied, for completion of the project described herein. **Faxed or emailed proposals will not be accepted.**

SEND ALL PROPOSALS DIRECTLY TO THE ADDRESSES AS SHOWN BELOW:

**Buncombe County Schools, Purchasing Division**

175 Bingham Road  
Asheville, NC 28806

NOTE: Indicate firm name and RFP number on the front of each sealed proposal envelope or package, along with the date for receipt of proposals specified above.

Direct inquiries concerning this RFP to:

Bidding and document questions: Ron Venturella, Purchasing Officer

Phone: 828-255-5891

Specification/technical questions: Robert Frisby, Assistant Director of Technology

Phone: 828-350-2279

## **THE PROCUREMENT PROCESS**

The following is a general description of the process by which a firm will be selected to provide services.

1. Request for Proposals (RFP) is issued to prospective contractors.
2. A pre-proposal conference and/or deadline for written questions is five days prior to due date.
3. Proposals in one original will be received from each offeror in a sealed envelope or package. Each original shall be signed and dated by an official authorized to bind the firm. Unsigned proposals will not be considered.
4. All proposals must be received by the issuing agency not later than the date and time specified on the cover sheet of this RFP.
5. At that date and time the proposals from each responding firm will be opened. Interested parties are cautioned that these costs and their components are subject to further evaluation for completeness and correctness and therefore may not be an exact indicator of an offeror's pricing position. Informal proposals (less than \$ 300,000) are confidential until such time that award has been made. Thereafter, the purchasing division will furnish bid tabs upon request.
6. At their option, the evaluators may request oral presentations or discussion with any or all offerors for the purpose of clarification or to amplify the materials presented in any part of the proposal. However, offerors are cautioned that the evaluators are not required to request clarification; therefore, all proposals should be complete and reflect the most favorable terms available from the offeror.
7. Proposals will be evaluated according to completeness, content, experience with similar projects, ability of the offeror and its staff, and cost. Award of a contract to one offeror does not mean that the other proposals lacked merit, but that, all factors considered, the selected proposal was deemed most advantageous to the State.
8. Offerors are cautioned that this is a request for offers, not a request to contract, and the State/Buncombe County Schools reserves the unqualified right to reject any and all offers when such rejection is deemed to be in the best interest of the State.

Please read entire specification package. You will be held accountable for all information. NO payment shall be made if specifications are not followed.

**REQUIREMENTS AND SPECIFICATIONS:** Buncombe County Schools (BCS) is continuing its initiative to provide each Buncombe County School classroom with a presentation suite which includes a digital projector and interactive white board. This Project includes the procurement of data projectors and interactive whiteboards for Enka Intermediate School currently under construction. The specific scope of work of each item is described in greater detail in the proposal form. The details should be considered by the vendor when developing the pricing structure for each item bid. Each item should be priced separately in units including freight and applicable sales tax (7%). No substitutes, remanufactured or refurbished equipment will be accepted. Quantities ordered will be based on the needs assessment and bid prices. Buncombe County Schools reserves the right to award all item bids separately or to one vendor. Bid prices must be good until August 31, 2016.

**QUALIFICATIONS:** All bidders must be an authorized vendor, distributor, or reseller of the equipment specified.

**MATERIAL QUALITY:** All equipment must be of the highest level of quality.

**BID EVALUATION:** Bids are requested on the items and/or equipment as hereinafter specified. The State/BCS reserves the right to reject any bid on the basis of function, compatibility with user requirements of utility as well as costs. Bidder(s) are cautioned that any/all information furnished or not furnished on this bid may be used as a factor in determining the award of this contract.

**AWARD CRITERIA:** As provided by Statute, award will be based on the lowest and best bid(s) (most advantageous to BCS) as determined by consideration of:

- 1) Price
- 2) General reputation and performance capabilities of bidder
- 3) Conformity with intent of specifications herein

**DESCRIPTIVE LITERATURE:** All bids may be accompanied by descriptive literature, specifications and other pertinent data necessary for their evaluation.

**DEVIATIONS:** Any deviations from specifications and requirements herein must be clearly pointed out by bidder. Otherwise it will be considered that equipment offered is in strict compliance with these specifications and requirements, and successful bidder will be held responsible therefore. Deviations must be explained in detail below or on an attached sheet. However, no implication is made by the State/BCS that deviations will be acceptable. Bidder is advised that the response (or lack thereof) on this question does not take precedence over specific responses or non-responses provided elsewhere in this bid.

**SHIPPING:** Delivery location is Revonda Taylor, Technology Services, Buncombe County Schools, 175 Bingham Rd., Asheville, NC 28806.

**REFERENCES:** All bidders shall be authorized dealers for equipment proposed. The winning bidder may be asked to provide references with contact persons and delivery dates for equipment. The State/BCS may contact these users to determine quality level of the offered equipment. Such information may be considered in the evaluation of the bid.

**IRAN DIVESTMENT ACT:** North Carolina Local Government Units may not enter into contracts with any entity or individual found on the State Treasurer's Iran Final Divestment List N.C.G.S. 143C-6A. By bidding on this project the bidder certifies it is not listed on the Final Divestment List created by the State Treasurer.

The Buncombe County Board of Education reserves the right to reject any or all bids for any or no reason, and to waive informalities.

PROPOSAL FORM

**SMART PROJECTORS & INTERACTIVE DISPLAYS  
FOR ENKA INTERMIDATE SCHOOL**

**RFP#09-16     DUE DATE: 04/13/16     TIME: 4:00pm**

OFFEROR / BIDDER: \_\_\_\_\_

**Item 1) SMART LightRaise 60wi2 interactive projectors. Model SLR60wi2 including freight and applicable sales tax (7%). (Minimum 49 units):**

1. Serial numbers must be provided in .xlsx or .csv format
2. See attached specifications from SMART.

**Item 1, per unit bid:** \_\_\_\_\_ (including freight & sales tax)

**Item 2) 70" Interactive Displays including freight and applicable sales tax (7%). (Minimum 12 units):**

1. No on-board modules
2. 1080p minimum or options of Ultra HD screen
3. 10 point multi-touch and multi-write
4. Anti-reflection glass plate
5. Minimum 5 year warranty
6. Include wall mount with adjustable height feature
7. Serial numbers must be provided in .xlsx or .csv format

Name of Brand: \_\_\_\_\_

Model: \_\_\_\_\_

**Item 2, per unit bid:** \_\_\_\_\_ (including freight & sales tax)

OFFEROR / BIDDER: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY, STATE, ZIP: \_\_\_\_\_

TELEPHONE NUMBER: \_\_\_\_\_ FAX: \_\_\_\_\_

FED ID No: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

BY: (Signature) \_\_\_\_\_ TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_ (Typed or printed name) \_\_\_\_\_

**END OF PROPOSAL FORM**

## Specifications

# LightRaise™ 60wi2 interactive projector

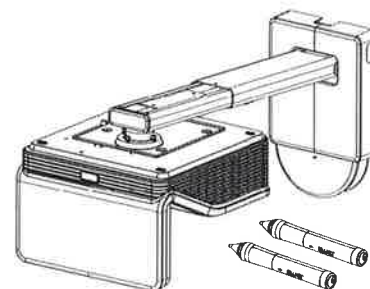
Models SLR60wi2 and SLR60wi2-SMP

## Overview

The LightRaise™ 60wi2 interactive projector is a wall-mounted, ultra-short-throw projector that transforms any wall or dry-erase whiteboard into an interactive surface. The interactive projector provides touch and pen-enabled input, enabling two users to simultaneously write, draw and manipulate content in SMART Notebook™ collaborative learning software using a finger and the interactive pens.

The LightRaise 60wi2-SMP interactive projector includes SMART Meeting Pro™ software, a SMART GoWire™ auto-launch cable with SMART Meeting Pro PE (Personal Edition) software and a LightRaise projector control (XCP).

See [smarttech.com](http://smarttech.com) for more information on this product.

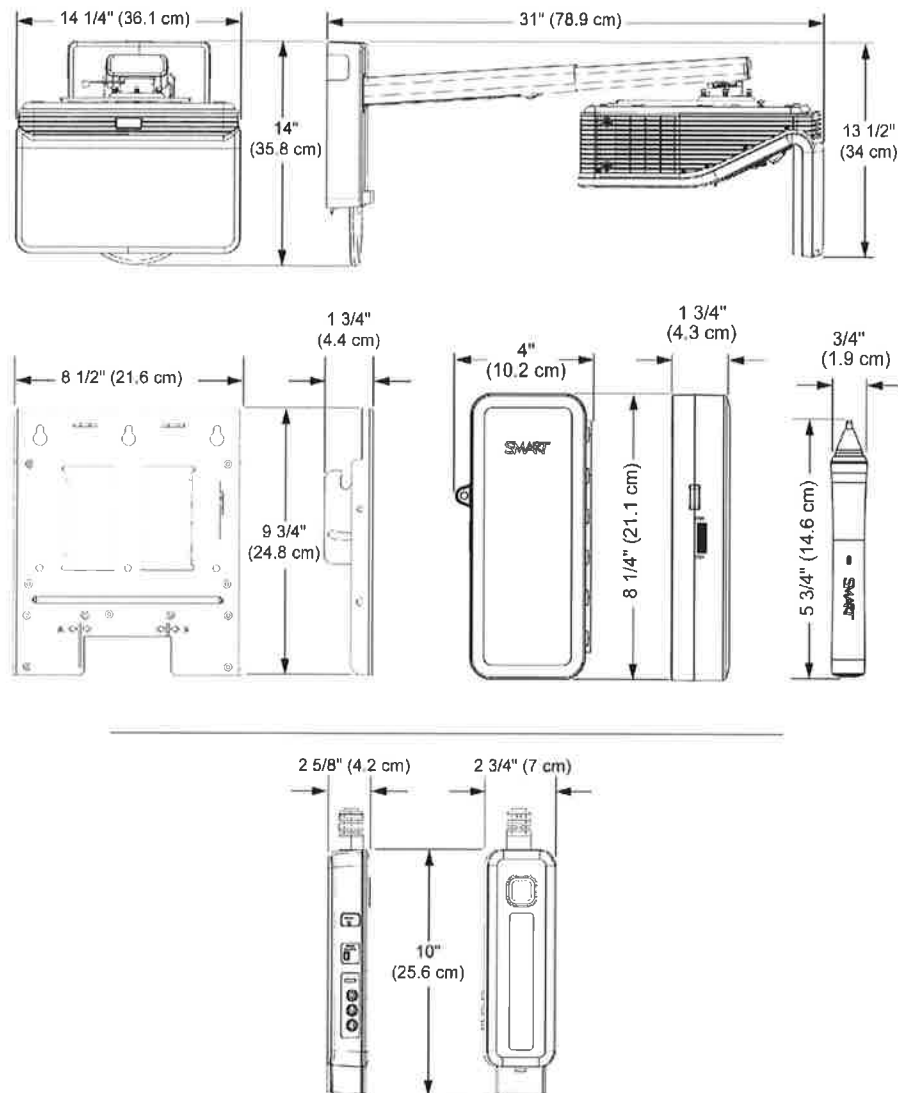


## SPECIFICATIONS

LightRaise 60wi2 interactive projector – Models SLR60wi2 and SLR60wi2-SMP

### Dimensions and weights<sup>1</sup>

#### Dimensions



#### Weight

Projector and boom

35 lb. 8 oz. (16.1 kg)

XCP

2 lb. 3 oz. (1 kg)

#### Shipping dimensions

Projector box

23 5/8" W × 19 5/8" H ×

15 1/2" D

(60 cm × 50 cm × 39.5 cm)

Boom kit box

18 1/2" W × 10" H × 8" D

(47 cm × 25.4 cm × 20.3 cm)

XCP

18" W × 6" H × 19" D

(45.5 cm × 15 cm × 48 cm)

#### Shipping weight

Projector box

34 1/2 lb. (15.6 kg)

Boom kit box

15 lb. (6.8 kg)


XCP

4 lb. 3 oz. (1.9 kg)

LightRaise projector control (XCP) is included with the SLR60wi2-SMP

<sup>1</sup> All dimensions ± 1/8" (0.3 cm). All weights ± 2 lb. (0.9 kg).


## System requirements

SLR60wi2 system requirements	Windows® operating systems or Mac OS operating system software as detailed in the <i>SMART Notebook 11.4 software for Windows and Mac computers release notes</i> ( <a href="http://smarttech.com/kb/170617">smarttech.com/kb/170617</a> ).
SLR60wi2-SMP system requirements	Windows® operating systems as detailed in the <i>SMART Meeting Pro 4 software for Windows computers release notes</i> ( <a href="http://smarttech.com/kb/170521">smarttech.com/kb/170521</a> ).
 <b>NOTE</b> SMART GoWire cable with SMART Meeting Pro PE software is compatible only with Windows computers.	
USB connection	USB 1.1 full-speed for HID multitouch and SMART Support.

## Projector features

Four-touch interaction	Four-touch interaction enables two people to draw, gesture and manipulate content on the surface at the same time. The interactive surface can be touched simultaneously by a combination of fingers and pens.
USB connection	USB 1.1 full-speed for HID multitouch and SMART Support.

## Standard features

Software	<p>Interact with applications, perform mouse functions and write and erase digital ink using a finger or the interactive pen.</p> <ul style="list-style-type: none"> <li>For basic mouse operations with a finger or an interactive pen, you don't need to install SMART Product Drivers on computers with Windows operating systems.</li> </ul> <p> <b>NOTE</b></p> <p>If your Windows operating system is Windows 7 or later, it supports dual touch and has pen and finger differentiation.</p> <ul style="list-style-type: none"> <li>Advanced features, including the calligraphic pen, are available if you install SMART software from the included DVD. Software upgrades are available from <a href="http://smarttech.com/downloads">smarttech.com/downloads</a>.</li> </ul>
Aspect ratio	16:10 with support for 16:9, 4:3 and 5:4 with scaling.
Contrast ratio	2900:1


## SPECIFICATIONS

LightRaise 60wi2 interactive projector – Models SLR60wi2 and SLR60wi2-SMP

### Projected image size range and ceiling clearance

#### NOTE

The interactive areas listed are for projecting onto a blank, vertical wall. When projected onto an existing whiteboard, the maximum diagonal area size reduces by 1 1/2" (3.8 cm) for each 1/2" (1.3 cm) of whiteboard thickness. For more information about interactive area sizes and ceiling clearances, see the *LightRaise interactive projector user's guide* ([smarttech.com/kb/170295](http://smarttech.com/kb/170295)).

Minimum interactive area on a blank wall	67" (170.2 cm) diagonal (4:3 aspect ratio) 35 1/2" H × 56 3/4" W (90.2 cm × 144.1 cm) Minimum 15 1/2" (39.4 cm) clearance required from top of image area to ceiling
Maximum interactive area on a blank wall	100" (254 cm) diagonal (16:10 aspect ratio) 84 3/4" H × 53" W (215.3 cm × 134.6 cm) Minimum 19 1/4" (48.9 cm) clearance required from top of image area to ceiling
Throw ratio	0.35:1
Display resolution	WXGA 1280 × 800
Display technology	The projection engine uses DLP® technology by Texas Instruments™, providing BrilliantColor™ performance and quality Gamma 2.2 correction with Bright Room, Dark Room, sRGB, User and SMART Presentation modes.
Video interface compatibility	HDCP compliant HDMI™, Composite, VESA® RGB with additional interface support for Component YPbPr and Component YCbCr inputs with the proper adapters (not included)
Video system compatibility	HDTV (720p and 1080p) video system compatibility and HD Ready (HDMI technology and 720p) available, NTSC, NTSC 4:43, PAL, PAL-N, PAL-M and SECAM (480i/p and 576i/p)
Synchronization	Auto image synchronization (auto tracking, frequency, position adjustment, source detect and phase detect)
Keystone correction	Corrects for projector tilt ±15°
<b>Brightness</b>	
Standard	3000 lumens 230 W mode at a CCT of 6500 K by the IEC method
Economy	2400 lumens 190 W mode at a CCT of 6500 K by the IEC method
Lamp life	3000 hours in Standard 230 W mode. 4000 hours in Economy 190 W mode.
Integrated loud speaker	9 W rms
Frequency range	100 Hz to 5 kHz
 <b>NOTE</b>	
At power amplifier nominal output, the speaker delivers a sound pressure level of 80 dB (SPL) ± 3 dB at 1 m.	
Acoustic THD	<ul style="list-style-type: none"><li>• Less than 3% from 100 Hz to 500 Hz</li><li>• Less than 2% from 500 Hz to 5 kHz</li></ul>

**External management** Infrared remote control, RS-232 control port, internal web page, Crestron® RoomView® management via Ethernet



**SMART GoWire cable** When you connect your SMART GoWire cable to a computer with a Windows operating system, SMART Meeting Pro PE software starts automatically. For more information, see the SMART GoWire cable specifications ([smarttech.com/kb/151506](http://smarttech.com/kb/151506)).

**LightRaise projector control (XCP)** Connect a single USB cable to the SMART connect port for an all-in-one audio, video and data connection to your computer. The XCP features built-in composite connectors, as well as a multi-pin recessed connector used to connect VGA or HDMI adapters. DisplayLink™ drivers are required and are included with every XCP. For more information, see the LightRaise interactive projector user's guide ([smarttech.com/kb/170295](http://smarttech.com/kb/170295)).

## Projector connections and included cables

**Theft protection** The projector system features a padlock ring to prevent theft. A padlock isn't included. The Kensington® security slot can function as a visual and physical theft deterrent.

Connector	Connects to	Cable provided
8 pin TDM socket	Touch detection module (TDM)	Light curtain, Pigtail (strain relief)
Touch USB	Computer for touch detection	16' (5m) USB A to mini-B cable
Balanced 3.5 mm phono jack for microphone input	Microphone (not included)	Not included
Stereo 3.5 mm phono jack for line output	External speakers (not included)	Not included
DB15F RGB video input (VGA 1)	Computer (not included)	16' (5 m) VGA cable
DB15F RGB video output (VGA Out)	Optional secondary display (not included)	Not included
DB9F RS-232	Room control	Not included
HDMI 1.4 digital input	High-definition video source (not included)	Not included
Power (100 V–240 VAC at 50 Hz–60 Hz)	Mains power source	14' 9" (4.5 m) country-specific power cable
Service USB	Computer for projector firmware upgrading (not included)	Not included
RJ45 (Ethernet connector)	Network (for web page management and SNMP access)	Not included



## SPECIFICATIONS

LightRaise 60wi2 interactive projector – Models SLR60wi2 and SLR60wi2-SMP

Connector	Connects to	Cable provided
7-pin mini-DIN for XCP data	LightRaise projector control (XCP) harness cable (cable connected to XCP)	Included with SLR60wi2-SMP
4-pin power mini-DIN 5V/2A output for XCP USB HUB/switch power	LightRaise projector control (XCP) (cable connected to XCP)	Included with SLR60wi2-SMP
RCA composite video input (and left and right RCA audio input)	Video source (not included)	Not included
Stereo 3.5 mm phone jack audio input for stereo input associated with the VGA input	Computer (not included)	Not included

## Interactive touch and pen features

<b>Interactive technology</b>	A computer vision-based SMART touch detection system tracks dual finger touch using an infrared source, as well as dual interactive and synchronized infrared pen, on any reasonably flat surface.
<b>Pen features</b>	<ul style="list-style-type: none"><li>• Active tip switch</li><li>• Power switch</li><li>• Pen automatically turns off when not in use to prolong battery life</li><li>• One tri-colored LED: green (operational), amber (battery charging required), red (fault)</li><li>• SoftTouch texture for improved finger grip</li><li>• USB mini-B connection for battery charging</li><li>• 9' 10" (3 m) USB cable for battery charging</li></ul>
<b>Power requirements</b>	Approximately two hours to charge the lithium-ion battery using the included 9' 10" (3 m) USB mini-B cable and USB charger. A complete charge typically provides at least two days of continuous use.
<b>Pen holder</b>	The lockable pen holder protects up to two interactive pens while they charge. It also has a magnetic mounting option and storage space for the remote control.
<b>Pen battery charger</b>	USB charger for direct pen charging.

## Installation

<b>Installation instructions</b>	Installation instructions are included in the projector box and are online at <a href="http://smarttech.com/support">smarttech.com/support</a> .
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## Electrical requirements and interface details

<b>Power cable</b>	Country-specific IEC 60320 C14 power cable
<b>Power requirements</b>	100V–240V AC at 50 Hz–60 Hz

<b>Power consumption</b>	360 W
Standby mode	0.5 W

## Storage and operating specifications

<b>Storage temperature</b>	-4°F to 122°F (-20°C to 50°C) with up to 80% humidity, non-condensing
<b>Operational temperature</b>	<ul style="list-style-type: none"> <li>At standard fan speed 41°F to 95°F (5°C to 35°C) with up to 80% humidity, non-condensing from 0' to 6000' (0 m to 1800 m)</li> <li>At high fan speed: 41°F to 95°F (5°C to 35°C) with up to 80% humidity, non-condensing from 6000' to 6800' (1800 m to 2100 m)</li> </ul>
<b>Projector fan noise</b>	32 dBA standard fan speed. 37 dBA high speed fan speed.

## Compliance and certification

<b>Regulatory certification</b>	CE, CB, CCC, CE, C-Tick, FCC, GOST-R, NOM, PSB, PSE, TUV-GS, UL/CSA (U.S./Canada) and VCCI
<b>Environmental compliance</b>	
China	EIP
European Union	REACH, RoHS, WEEE, Battery, Packaging and ErP Standby
U.S.	Packaging and Conflict Minerals

## Purchasing information

### Order numbers

SLR60wi2	LightRaise 60wi2 interactive projector with touch detection, interactive pens and pen holder
SLR60wi2-SMP	LightRaise 60wi2 interactive projector with touch detection, interactive pens, pen holder, SMART GoWire auto-launch cable and LightRaise projector control XCP
1020991	Lamp module replacement kit for the LightRaise 60wi2 interactive projector
1018949	Replacement touch detection module
RPEN-SLR60	Replacement interactive pen for the LightRaise 60wi2 interactive projector
1017709	Replacement pen holder for the LightRaise 60wi2 interactive projector
GW-MPPE	SMART GoWire auto-launch cable with SMART Meeting Pro PE software
1013576	Projector hardware kit ( <a href="http://smarttech.com/kb/160505">smarttech.com/kb/160505</a> )

**Optional accessories** For more information on additional accessories for your LightRaise 60wi2 interactive projector, see [smarttech.com/accessories](http://smarttech.com/accessories).

SLR-XCP	LightRaise projector control (XCP)
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**Warranty** The projector and interactive pens have a three-year limited equipment warranty. The projector lamp has a 1000-hour / one-year warranty. See warranty documents for details.

## SPECIFICATIONS

LightRaise 60wi2 interactive projector – Models SLR60wi2 and SLR60wi2-SMP

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[smarttech.com/support](http://smarttech.com/support)

[smarttech.com/contactsupport](http://smarttech.com/contactsupport)

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# SMART LightRaise™

interactive projectors



Powerful learning software

Stunning visuals

Multi-user capabilities

Finger and pen interaction

Collaborate Naturally™

SMART®

Bring learning to life with the first interactive projectors to combine differentiated pen and touch capabilities with SMART Notebook™ collaborative learning software. Choose from two unique SMART LightRaise models: the versatile 60wi - which features two touch-points of interactivity and 2500 lumens of brightness - or the powerful 60wi2 - which offers four touch-point interactivity and 3000 lumens of stunning visuals. Whatever model you choose, the SMART LightRaise is the perfect way to make learning more interactive, engaging and fun.

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## Specifications

### Size

14" W × 14 3/4" H × 30 1/4" D  
(35.6 cm × 37.5 cm × 76.8 cm)

### Weight

28 lb. (12.7 kg)

### Included connectors/hardware

Power cord, 14' 9" (4.5m) USB A to mini-B cable,  
16' (5 m) VGA cable

### Audio

60wi - two built-in 10w speakers  
60wi2 - one built-in 9w speaker  
Stereo, balanced inputs  
Microphone input

### Included software

SMART Notebook

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## Innovative features

### Teach with powerful learning software

Both models of the SMART LightRaise include SMART Notebook collaborative learning software, as well as access to over 60,000 ready-made learning resources, letting you create and deliver lessons quickly and easily.

### Experience stunning visuals

With 2500 lumens of brightness for the 60wi and 3000 lumens for the 60wi2, SMART LightRaise projectors deliver stunning HD visuals that keep students engaged. Ultra short-throw projection also keep images free of distracting shadows and glare.

### Collaborate with multiple users

SMART LightRaise projectors offer a natural and intuitive approach to collaboration. Plus, students and teachers can interact and learn together using dynamic multi-touch gestures like zoom and rotate.

### Quickly access control settings

The optional extended control panel available for both models of the SMART LightRaise offers a simple one-touch power on/off switch, plus all video, audio and touch data is carried through a single, easy-to-access cable connection.

### Interact with a finger or a pen

Dual interactivity enables two users to write, manipulate content, and change ink colors for your finger and pen, without affecting the other user's activity.

## Authorized reseller:

### SMART Technologies

Toll free 1.800.260.9408 (U.S./Canada)  
or +1.403.228.5940  
[smarttech.com](http://smarttech.com)

Collaborate Naturally™ | **SMART**