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Paula Cote, Chair Amy Sevigny, Vice-Chair
Jennifer Davie Jonathan Mapes John Roux

June 1, 2022

To: Superintendent Matt Nelson, Sanford School Committee, and Members of the Public

From: Cheryl Fournier, Business Administrator

Re: RUS Grant Bid

On May 23, 2022, we approved to have Pro AV Systems the winner of the bid. Joan called me and noted that Pro AV System's bid was missing items for the other school systems, and she has been working with Pro AV to find out if they could in fact add those items. Joan has been talking to the partners and both vendors over the past month regarding the bid, and Joan forgot to let me know that after talking to the remaining partners that the bid for Pro AV was not able to meet the full bid. The remaining school systems would prefer to go with VoDaVi Technologies. If we were to purchase the additional items missing in the Pro AV bid, the total cost would be higher than VoDaVi's bid.

Pro AV System's bid was for \$723,132.42, and VoDaVi Technologies for \$851,716.05. VoDaVi Technologies has worked with the other school systems, and has a complete bid.

Suggestion: Please approve the bid retraction for Pro AV Systems for \$723,132.42, and approve the bid to VoDaVi Technologies for \$851,716.05.

Items of interest from first memo: The RUS Grant is a grant umbrella that combines audio visual services bid with Kittery Public Schools, MSAD 06 (Buxton, Hollis, Limington, Standish, Frye Island), and AOS #94 (MSAD #46, Harmony, and Athens).

The bid included items for Audio Visual Services (Access Points, switches, rack mounts, Video Endpoints, Cameras, Promethean Boards/Interactive display boards, wireless hotspots, network management software, sound bars, etc.). Sanford will benefit from the RUS Grant by getting audio visual services for Willard Building, SRTC, MCS, and CJL.