



## Fayette County Public Schools Purchasing Department

205 LaFayette Avenue, LaFayette Educational Center,  
Building A, Fayetteville, GA 30214  
(770) 460-3535 ext. 1043 or [purchasing@fcboe.org](mailto:purchasing@fcboe.org)

### Notice of Intent to Award

Large Area Projection & Presentation Systems (RFP 23-015-073)

March 1, 2023

The Fayette County Public Schools Purchasing Department would like to thank all respondents who participated in this solicitation.

The intent of this notice is to communicate the preliminary results of the selection process performed by the Purchasing Department and end-users. This is not an acceptance of your response, nor is it a confirmation of a contract or order. Based on the dollar value of this solicitation, final approval may be required from the Superintendent or the Board of Education as required by policy.

#### **Selected Respondent:**

Solutionz, Inc.  
1880 Enterprise Drive, Buford, GA 30518

#### **Award Term:**

Through June 30, 2023 with four (4) renewal options (Jun 30, 2027)

#### **The following staff may be contacted for more information:**

##### For project coordination including ordering and delivery:

Josh Watson, Technology Services  
770-460-3535 or [watson.josh@fcboe.org](mailto:watson.josh@fcboe.org)

##### For contract/solicitation questions:

Matthew D. Roberts, Purchasing Manager  
770-460-3535 ext. 1043 or [roberts.matthew@fcboe.org](mailto:roberts.matthew@fcboe.org)

##### For accounts payable or billing information:

Finance Department, Accounts Payable  
770-460-3535 or [invoices.finance@fcboe.org](mailto:invoices.finance@fcboe.org)

#### Attachments:

Tabulations

Respondent Name	Contact Name	Telephone	Email	Registered?	Site Visit Preformed?	Response Submitted?
Solutionz, Inc.	Amy Erber	678-730-5902	aerber@solutionzinc.com	Yes	Yes	Yes
PowerUp EDU	Jerry Gaillard	404-596-5723	jerry@powerupedu.com	Yes	Yes	Yes
Bluum USA, Inc.	Tina Smoak	770-312-0499	tina.smoak@bluum.com	Yes	Yes	Yes
AVI-SPL	Jimmie Feagen	470-605-9706	jimmie.feagen@avispl.com	Yes	No	Declined
S&L Integrated	Derek Sage	609-706-6673	dereks@slintegrated.com	Yes		
CDW-G	Larry Lawrence	470-510-8005	larry.lawrence@cdwg.com	Yes	Yes	
Auburn Audio Visual	Ricky Clark	334-821-2701	ricky.clark@auburnaudio.com			
EDCO-Education Consultants Inc.	Eddie Hall	770-680-9254	eddie.hall@edcoeducation.com			
Inter Technologies Corporation	Randy Scott	704-974-0571	rscott@intertech.tv			
LMI Systems Inc.	Brent Hutchison	770-491-0343	b.hutchison@lmisystemsinc.com			
Unified AV	Kay Woodward	770-955-7368	kwoodward@unifiedav.com			

Vendor Name	Gymnasium Quote (Install Only)	Gymnasium Quote (Remove & Install)	Cafeteria Quote (Install Only)	Cafeteria Quote (Remove & Install)	Evaluation Score (52 points max.)
Bluum USA, Inc.	\$28,032.23	\$28,915.29	\$23,975.07	\$25,247.34	42
PowerUP EDU (Lu Interactive Playground)	\$41,380.00	\$41,380.00	N/A	N/A	41
PowerUP EDU (Lu Interactive Playground)	\$48,310.00	\$48,310.00	N/A	N/A	41
PowerUP EDU (Mimeo Wall)	\$100,165.00	\$100,165.00	N/A	N/A	37
PowerUP EDU (Mimeo Wall)	N/A	N/A	\$106,449.00	\$106,449.00	37
PowerUP EDU (Mimeo Wall)	N/A	N/A	\$121,812.00	\$121,812.00	37
Solutionz, Inc.	\$32,445.80	\$32,445.80	\$32,054.80	\$32,054.80	51

Reference	Specification	Bluum USA, Inc.	PowerUP EDU (Lu Interactive Playground)	PowerUP EDU (Mimeo Wall)	Solutionz, Inc.
p.3, #1	Sequencing and Scheduling: Provide a detailed project timetable showing from point of award to completion of onsite technical support and warranty support following acceptance of installation.	Fair (2)	Poor (0)	Poor (0)	Excellent (4)
p.3, #2	Design Services and Site Visits: The successful proposal will provide pre-submittal site visits to schools and facilities	Excellent (4)	Excellent (4)	Excellent (4)	Excellent (4)
p.3, #3	Projections systems should be bulbless or LED in nature	Excellent (4)	Excellent (4)	Excellent (4)	Excellent (4)
p.3, #4	Audio systems should include mounted and/or recessed speakers	Excellent (4)	Excellent (4)	Excellent (4)	Excellent (4)
p.3, #4.1	Systems located in high activity areas such as gyms should include protective and durable systems to withstand regular use.	Excellent (4)	Good (3)	Good (3)	Excellent (4)
p.4, #5	Audio systems should include wireless microphone options both handheld and hands-free; and bluetooth capability.	Excellent (4)	Excellent (4)	Excellent (4)	Excellent (4)
p.4, #6	Systems should be turn-key in nature with no assembly or testing required.	Excellent (4)	Good (3)	Good (3)	Excellent (4)
p.4, #1.1	Demonstrated proof of concept analysis or reports from previous installations of equal or similar systems	Good (3)	Good (3)	Excellent (4)	Good (3)
p.4, #2.1	Onsite technical support and warranty service (where applicable) for a minimum of six (6) months following acceptance of installations.	Fair (2)	Good (3)	Fair (2)	Excellent (4)
p.4, #2.2	Respondents should submit maintenance requirements and plans for properly maintaining installed systems according to warranty guidelines	Good (3)	Excellent (4)	Excellent (4)	Excellent (4)
p.4, #2.2.1	Plans should include contact information with a guaranteed minimum of 24 hour on-site response time to service calls and requests]	Fair (2)	Fair (2)	Fair (2)	Excellent (4)
p.4, #1	Shop Drawings: successful proposals should include diagrams and layouts of proposed solutions showing typical systems placement and arrangements.	Good (3)	Good (3)	Good (3)	Excellent (4)
p.4, #3	Warranties: Submit warranty documents for all equipment, installations, and performance standards as requested.	Good (3)	Excellent (4)	Excellent (4)	Excellent (4)
<b>Total Points Accumulated</b>		42	41	37	51

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