



**COUNTY OF HENRICO  
DEPARTMENT OF FINANCE  
PURCHASING DIVISION  
CONTRACT EXTRACT  
NOTICE OF AWARD/RENEWAL**

DATE:	July 1, 2021
CONTRACT COMMODITY/SERVICE: <i>(include contracting entity if cooperative)</i>	Video Projection Systems, Components and Accessories
CONTRACT NUMBER:	2174A
COMMODITY CODE:	880.11
CONTRACT PERIOD:	July 1, 2021 through June 30, 2022
RENEWAL OPTIONS:	Four remaining one-year renewal periods
USER DEPARTMENT:	Schools
Contact Name:	Kristy Seay
Phone Number:	804-328-5210
Email Address:	kmseay@henrico.k12.va.us
HENRICO COOPERATIVE TERMS INCLUDED:	Yes
SUPPLIER: Name:	Attronica Computers
Address:	11547 Nuckols Road
City, State:	Glen Allen, VA 23059
Contact Name:	Don Bright
Phone Number:	804-270-3288
Email address:	donb@attronica.com
ORACLE SUPPLIER NUMBER:	1735
BUSINESS CATEGORY:	Minority Owned
PAYMENT TERMS:	Net 30
DELIVERY:	As needed
FOB:	County of Henrico
BUYER: Name:	Jon Creger, VCA
Title:	Procurement Analyst I
Phone:	804-501-5664
Email:	cre057@henrico.us

This contract is the result of a competitive solicitation issued by the Department of Finance, Purchasing Division. A requisition must be generated for all purchases made against this contract and the requisition must reference the contract number.

**PRICE SCHEDULE – CONTRACT NO. 2174A**

**Lot A - Projectors**

<b>Item No.</b>	<b>Manufacturer and Model No.</b>	<b>Unit Price</b>
1	Epson PowerLite 119W Projector, Part #V11H985020	\$487.00
2	Epson PowerLite L200W Short Throw Projector, Part #V11H993020	\$967.00
3	Epson PowerLite 725W Ultra Short Throw Projector, Part #V11H999520	\$1107.00
4	Epson Brightlink 725WI Interactive Ultra Short Throw Projector, Part #V11H998520	\$1397.00
5	Auditorium Projector Epson PowerLite PRO L1060WNL, Part #V11H958920	\$2857.00

**Lot B – Cameras**

<b>Item No.</b>	<b>Manufacturer and Model No.</b>	<b>Unit Price</b>
1	Epson Document Camera DC13, Part #V12H757020	\$425.00
2	Epson Document Camera DC21, Part #V12H758020	\$477.00

**Lot C – Mounts and Accessories**

<b>Item No.</b>	<b>Manufacturer and Model No.</b>	<b>Unit Price</b>
1	Ultra-Short Throw Wall Mount or 725W/725WI, Part #V12HA06A05	\$97.00
2	Interactive Touch Module for Brightlink Interactive Projectors, Part #V12H007A23	\$167.00
3	Epson Middle Throw Zoom Lens #2 for Epson Pro L Projectors, Part #V12H004M0F	\$787.00
4	Epson Middle Throw Lens #1 for Epson Pro L Projectors, Part #V12H004M08	\$230.00

5	Epson Long Throw Zoom Lens for Epson Pro L Projectors, Part #V12H004L08	\$1697.00
6	Short throw wall mount with hardware for PowerLite L200W, Part #V12HA39010	\$125.00
7	Auditorium Projector Wall Mount (Peerless PWA-14)	\$50.00
8	Auditorium Projector Heavy Duty Wall Mount (Chief WMA2S)	\$114.00
9	Classroom Fixed Length Extension Columns (Part # Chief 3" CMS003/Peerless EXT103)	\$6.75
10	Classroom Adjustable Length Extension Columns (Part # Chief 6" CMS006)	\$12.00
11	Classroom Adjustable Length Extension Columns (Part # Peerless AEC018024)	\$57.00
12	Classroom Adjustable Length Extension Columns (Part # Peerless AEC12018)	\$51.00
13	Universal Projector Ceiling Mount (Part #V12H808001)	\$65.00
14	Chief whiteboard standoff mount, Part #WBM3E, for use with Promethean ActivBoard 387 and Promethean Activboard 6 Touch	\$175.00
15	Epson Whiteboard (Part #V12H831000)	\$587.00
16	CablesToGo USB 1.1 Super Booster/Extender Dongle Kit, Part #29341	\$77.00
17	CablesToGo Truelink USB 2.0 Super Booster Dongle Kit, Part #53880	\$320.00
18	Chief Speed-Connect Suspended Ceiling Tile Replacement Kit, Part #CMS445	\$129.00
19	Classroom Projection Screens (Part #85324)	\$239.00

## **I. SCOPE OF WORK/SERVICES**

### **A. Purpose.**

The intent and purpose of this Invitation for Bid is to establish a term contract with a qualified supplier to furnish and provide inside delivery of Video Projection Systems, Components and Accessories to

Henrico County Public Schools ("HCPS"), as needed and requested in accordance with the enclosed general terms, conditions and specifications.

B. General Requirements.

1. Bidders must be an authorized supplier and regularly engaged in the sale and service of the products requested.
2. All shipping charges, including inside delivery, must be included in the Bid price of all items in this Bid.
3. Bidders must bid on all items to be considered for award.
4. All items being bid must be newly manufactured, factory-produced products. Demonstrated, used, or refurbished products will not be accepted.
5. During the contract period, the Successful Bidder must maintain adequate stock levels (see estimated quantities for each item) to insure uninterrupted delivery of goods to HCPS.
6. Any contract item that is discontinued during the contract period shall be replaced, upon review by HCPS, with the new replacement model at the current existing contract price or the new price, whichever is lower.
7. During the contract period, should Epson reduce prices below contract pricing, the reduced prices shall immediately become effective. HCPS must be notified of any price reductions so the contract can be amended to reflect the new pricing.
8. HCPS shall have the ability to purchase additional Epson products not specifically listed here from the Brighter Futures Product list at current Brighter Futures pricing or contract pricing, whichever is lower.

C. Projector Specifications.

1. Classroom Projector. Model: Epson PowerLite 119W Projector, Part #V11H985020. NO SUBSTITUTIONS

Minimum Requirements for classroom projector:

- a. Brightness: 4000 Lumens
  - b. Resolution: Native WXGA (1280 X 800)
  - c. Lamp life: Normal Mode- up to 8,000 hours, ECO Mode- up to 17,000 hours.
  - d. Projector Warranty: Epson 3-year next business day whole unit advance exchange (no credit card or P. O. number required). In the event the model is superseded prior to expiration of original warranty period, HCPS shall receive a model with capabilities equal to or exceeding the original model.
  - e. Lamp Warranty: Epson 2 years (Epson LAMPPROY2 NO SUBSTITUTES). It shall be the responsibility of the Successful Bidder to work with Epson and initiate the return and replacement of the faulty lamp assemblies within 24 hours of receiving a non-working lamp from HCPS.
2. Classroom Projector. Model: Epson PowerLite L200W short throw projector, Part #V11H993020. NO SUBSTITUTIONS

Minimum Requirements for classroom projector:

- a. Brightness: 3000 Lumens.
  - b. Resolution: Native WXGA (1280 X 800 and 16:10 format) for images up to 120”.
  - c. Lamp life: No lamp. Up to 20,000 hours of laser light source.
  - d. Projector Warranty: Epson 3-year next business day whole unit advance exchange (no credit card or P. O. number required). In the event the model is superseded prior to expiration of original warranty period, HCPS shall receive a model with capabilities equal to or exceeding the original model.
  - e. The air filter must be accessible and replaceable without removing the projector from the short throw wall mount.
  - f. The projector shall have the ability of projector monitoring, maintenance and control over the LAN (i.e., check power status, lamp hours and turn the projector on and off remotely). Network management shall be with SNMP. It shall also have the ability to send email notification via SNMP to alert issues related to temperature, fan and lamp.
3. Classroom Projector. Model: Epson PowerLite 725W Ultra short throw Projector, Part #V11H999520. NO SUBSTITUTIONS

Minimum Requirements for classroom Projector:

- a. Brightness: 4000 Lumens.
  - b. Resolution: Native WXGA (1280 X 800).
  - c. Lamp life: No Lamp. 20,000 hours of laser light source.
  - d. Projector Warranty: Epson 3-year next business day whole unit advance exchange (no credit card or P. O. number required). In the event the model is superseded prior to expiration of original warranty period, HCPS shall receive a model with capabilities equal to or exceeding the original model.
  - e. The air filter must be accessible and replaceable without removing the projector from the short throw wall.
4. Epson Brightlink 725WI Interactive Ultra short throw projector, Part #V11H998520. NO SUBSTITUTIONS

Minimum Requirements for classroom Projector:

- a. Brightness: 4000 Lumens.
- b. Resolution: Native WXGA (1280 X 800).
- c. Lamp life: No Lamp. 20,000 hours of laser light source.
- d. Projector and Pens Warranty: Epson 3-year next business day whole unit advance exchange (no credit card or P. O. number required). In the event the model is superseded prior to expiration of original warranty period, HCPS shall receive a model with capabilities equal to or exceeding the original model.
- e. The air filter must be accessible and replaceable without removing the projector from the short throw wall mount.

5. Auditorium Projector. Model: Epson PowerLite PRO L1060WNL, Part #V11H958920. NO SUBSTITUTIONS

Minimum Requirements for Auditorium Projector:

- a. Brightness: Color Light Output: 6000 Lumens
- b. Resolution: Native WXGA (1280 X 800)
- c. Lamp Life: 20,000 hours of laser light source.
- d. Projector Warranty: Epson 3-year next business day whole unit advance exchange (no credit card or P. O. number required). In the event the model is superseded prior to expiration of original warranty period, HCPS shall receive a model with capabilities equal to or exceeding the original model.
- e. One spare air filter must be provided with the projector.

D. Camera Specifications.

1. Epson Document Camera DC13 Part #V12H757020. NO SUBSTITUTIONS

Warranty: Epson 3-year next business day whole unit advance exchange (no credit card or P. O. number required). In the event the model is superseded prior to expiration of original warranty period, HCPS shall receive a model with capabilities equal to or exceeding the original model.

2. Epson Document Camera DC21 Part #V12H758020. NO SUBSTITUTIONS

Warranty: Epson 3-year next business day whole unit advance exchange (no credit card or P. O. number required). In the event the model is superseded prior to expiration of original warranty period, HCPS shall receive a model with capabilities equal to or exceeding the original model.

E. Component and Accessory Requirements.

1. Ultra-Short Throw Wall Mount for 725W and 725WI, Part #V12HA06A05. NO SUBSTITUTIONS.
2. Interactive Touch Module for Brightlink Interactive Projectors, Part #V12H007A23. NO SUBSTITUTIONS.
3. Epson Middle Throw Zoom Lens # 2 for the Epson Pro L projectors, Part #V12H004M0F. NO SUBSTITUTIONS.
4. Epson Middle Throw Lens #1 for the Epson Pro L projectors, Part #V12H004M08. NO SUBSTITUTIONS.
5. Epson Long Throw Zoom Lens for the Epson Pro L projectors, Part #V12H004L08. NO SUBSTITUTIONS
6. Short throw wall mount with hardware for PowerLite L200W Part# V12HA39010. NO SUBSTITUTIONS
7. Auditorium Projector Wall Mount. (Peerless PWA-14 or approved equal). The mount shall be compatible with the video projector and meet the projector manufacturers mounting specifications and all safety requirements.
8. Auditorium Projector Heavy Duty Wall Mount (Chief WMA2S or approved equal)
9. Classroom Fixed Length Extension Columns (Chief 3" CMS003 or Peerless EXT103). NO SUBSTITUTIONS.

10. Classroom Adjustable Length Extension Columns (Chief 6" CMS006 or approved Peerless equal).
11. Classroom Adjustable Length Extension Columns (Peerless AEC018024 or approved Chief equal).
12. Classroom Adjustable Length Extension Columns (Peerless ACE012018 or approved Chief equal).
13. Universal Projector Ceiling Mount, Part #V12H808001 or approved equal.
14. Chief White board standoff mount, PN WBM3E, for use with Promethean ActivBoard 387 and Promethean Activboard 6 Touch. NO SUBSTITUTIONS.
15. Epson Whiteboard, Part #V12H831000, A combined projection and dry-erase surface, the 100" Whiteboard's matte-white, low-gloss surface provides projection with minimal glare or reflection. Mounting hardware must be included, Aluminum frame and steel-backed construction. Product Dimensions (W x D x H) 100" Whiteboard 54.6" x 1.0" x 88.6" Weight: 95 lb. or approved equal.
16. CablesToGo, Model # 29341 USB 1.1 Superbooster/Extender Dongle Kit. Transmitter and receiver. Extends USB device up to 150 Ft. Compatible with PC and Mac, NO SUBSTITUTIONS.
17. CablesToGo, Model #53880, Truelink USB 2.0 Super Booster dongle kit. Integrated UTP power inserter technology. Extends USB from 16.4ft up to 328ft over Cat5/6 (UTP/STP solid/stranded), NO SUBSTITUTIONS.
18. Chief Speed-Connect Suspended Ceiling Tile Replacement Kit. Part Number CMS445. NO SUBSTITUTIONS
19. Classroom Projection Screens, Part #85324. (DaLite Model B with CSR or approved equal)
  - a. The classroom projection screen shall be of the manual pull down type. The size of the screen shall be HDTV format 52" x 92". The fabric shall be matte white and compliant with both data and video presentation.
  - b. The case color shall be white. The screen will be mounted on the wall and the mounting accessories that provide a 6" standoff from the wall must be included with the screen.
  - c. In general, the screen shall meet or exceed the specifications of the DaLite Model B with CSR (controlled screen return) HDTV format or equivalent.

F. Delivery Requirements.

1. The Successful Bidder shall provide inside delivery of the required goods within 10 business days after receipt of an order from HCPS.
2. Deliveries shall be made Monday through Friday, 7:30 AM to 3:00 PM. Delivery during the summer months (mid-June to mid-August) shall be Monday through Thursday 7:30 AM to 4:30 PM.
3. The Successful Bidder shall indicate the Purchase Order number(s) and the ordering school's name on the packing slip.
4. Unless otherwise indicated on the Purchase Order, delivery shall be made to the following address:

Henrico County Public Schools Technology Warehouse  
671 Trampton Road, Suite E  
Sandston, VA 23150