



The ESB Group, Inc

5855 U.S. Hwy 11
Springville, AL 35146
205-533-9396 (local)
www.esbgroup.net

Response to Alabama Community College System & Alabama Higher Education Joint Purchasing Agreement

MANUFACTURER SUPPLIED TECHNOLOGY EQUIPMENT WITH
PERIPHERALS,
SOFTWARE, NETWORKING, EQUIPMENT, MAINTENANCE AND
PROFESSIONAL SUPPORT SERVICES BID

Submitted By:

THE ESB GROUP, INC.

5855 U S Highway 11
Springville, AL 35146
205-533-9396
www.esbgroup.net

February 15, 2019
Bid #: ACCS-2019-01



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LETTER OF TRANSMITTAL



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LETTER OF TRANSMITTAL

To: Alabama Community College System &
Alabama Higher Education
Joint Purchasing Agreement

From: The ESB Group, Inc.
5855 U S Highway 11
Springville, AL 35146

Date: February 15, 2019

Subject: Bid #: ACCS-2019-01

This letter is to transmit that The ESB Group, Inc. is officially submitting a response to the Request for Bid # ACCS-2019-01, due February 15, 2019 at 4:00 PM CST.

Erin Bounds, President, is authorized to make contractual obligations and to negotiate on behalf of The ESB Group, Inc., and can be reached at (205) 533-9396.

Raford Larry Bounds Jr., Vice-President, is authorized to make contractual obligations and to negotiate on behalf of The ESB Group, Inc., and can be reached at (205) 533-9396.

Either Erin Bounds or R. Larry Bounds, Jr. may be contacted for clarification to any part of this response.

The ESB Group, Inc. accepts that Conditions governing the Procurement unless explicitly noted within the response.

The ESB Group, Inc. hereby acknowledges receipt of any and all amendments to this request for bid.

Respectfully,

Raford L. Bounds, Jr.
Vice-President



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EVALUATION SUBMISSION FORM



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EVALUATION SUBMISSION FORM

Vendor Contact Information

The ESB Group, Inc.

	Name(s)	Phone Number(s)	Email Address(s)
Primary Contract Executive(s)	Erin Bounds R. Larry Bounds, Jr.	205-533-9396 ext. 603 205-533-9396 ext. 601	ebounds@esbgroup.net lbounds@esbgroup.net

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RESPONSE TO GENERAL REQUIREMENTS AND SPECIFICATIONS



The ESB Group, Inc

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Springville, AL 35146
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www.esbgroup.net

Response to General Requirements and Specifications

INTRODUCTION

- 1.1 The ESB Group, Inc. acknowledges, agrees, and will comply with the Purpose of This Request for Bid # ACCS-2019-01 and Summary Scope of Work for Bid # ACCS-2019-01.
- 1.2 The ESB Group, Inc. acknowledges, agrees, and will comply with the Scope of Procurement for Bid # ACCS-2019-01 and Definition of Terminology for Bid # ACCS-2019-01.
- 1.3 The ESB Group, Inc. acknowledges, agrees, and will comply with the Purpose of This Request for Bid # ACCS-2019-01.

CONDITIONS GOVERNING THE PROCUREMENT

- 2.1 The ESB Group, Inc. acknowledges, agrees, and will comply with the Explanation of Events for Bid # ACCS-2019-01.
The ESB Group, Inc. acknowledges, agrees, and will comply with:
 - 2.1.1 Issue of RFB
 - 2.1.2 Clarification and Responses
 - 2.1.3 Deadline to Submit Written Questions
 - 2.1.4 Response to Written Questions/RFB Amendments
 - 2.1.5 Submission of Bid
 - 2.1.6 Bid Evaluation
 - 2.1.7 Selection of Finalists
 - 2.1.8 Clarification from Finalists
 - 2.1.9 Contract Award

GENERAL REQUIREMENTS AND SPECIFICATIONS

- 3.1 *The ESB Group, Inc. does not manufacture any products and therefore does not hold the ISO 9001 certification. We are responding to this bid with products from manufacturers with whom we hold an authorized partner and reseller position. Each manufacturer's authorization letter and ISO 9001 certifications are contained within the response. (Tab 2)*

- 3.2 The ESB Group, Inc. acknowledges, agrees, and will comply with the Incurring Cost of This Request for Bid # ACCS-2019-01.
- 3.3 The ESB Group, Inc. acknowledges, agrees, and will comply with the Vendor Responsibility of This Request for Bid # ACCS-2019-01.
- 3.4 The ESB Group, Inc. acknowledges, agrees, and will comply with the Serving Sub-Contractors of This Request for Bid # ACCS-2019-01.
- 3.5 The ESB Group, Inc. acknowledges, agrees, and will comply with the Amended Bids of This Request for Bid # ACCS-2019-01.
- 3.6 The ESB Group, Inc. acknowledges, agrees, and will comply with the Vendors' Rights to Withdraw Bid of This Request for Bid # ACCS-2019-01.
- 3.7 The ESB Group, Inc. acknowledges, agrees, and will comply with the Bid Offer Firm of This Request for Bid # ACCS-2019-01.
- 3.8 The ESB Group, Inc. acknowledges, agrees, and will comply with the Disclosure of Bid Contents of This Request for Bid # ACCS-2019-01.
- 3.9 The ESB Group, Inc. acknowledges, agrees, and will comply with the No Obligation of This Request for Bid # ACCS-2019-01.
- 3.10 The ESB Group, Inc. acknowledges, agrees, and will comply with the Legal Review of This Request for Bid # ACCS-2019-01.
- 3.11 The ESB Group, Inc. acknowledges, agrees, and will comply with the Governing Law of This Request for Bid # ACCS-2019-01.
- 3.12 The ESB Group, Inc. acknowledges, agrees, and will comply with Basis for Bid of This Request for Bid # ACCS-2019-01.
- 3.13 The ESB Group, Inc. acknowledges, agrees, and will comply with Agreement Terms and Conditions of This Request for Bid # ACCS-2019-01.
- 3.14 The ESB Group, Inc. acknowledges, agrees, and will comply with Vendor Qualifications of This Request for Bid # ACCS-2019-01.
- 3.15 The ESB Group, Inc. acknowledges, agrees, and will comply with Change in Vendor Representatives of This Request for Bid # ACCS-2019-01.
- 3.16 The ESB Group, Inc. acknowledges, agrees, and will comply with Equipment and Services Schedules of This Request for Bid # ACCS-2019-01.

- 3.17 The ESB Group, Inc. acknowledges, agrees, and will comply with Benefit of Cost Reduction of This Request for Bid # ACCS-2019-01.
- 3.18 The ESB Group, Inc. acknowledges, agrees, and will comply with Bid Terms of This Request for Bid # ACCS-2019-01.
- 3.19 The ESB Group, Inc. acknowledges, agrees, and will comply with Fiscal Funding of This Request for Bid # ACCS-2019-01.
- 3.20 The ESB Group, Inc. acknowledges, agrees, and will comply with Insurance of This Request for Bid # ACCS-2019-01.
- 3.21 The ESB Group, Inc. acknowledges, agrees, and will comply with New Products of This Request for Bid # ACCS-2019-01.

SPECIFICATIONS

- 3.22 *The ESB Group, Inc. (ESB) was incorporated in the State of Alabama in March of 2013. The Corporate office and warehouse are located in Springville, AL. Customer facing personnel are located in Daphne and in Huntsville.*

Since incorporation, ESB has been engaged in relevant projects in K-12, Community Colleges, Universities, City, County, State and Federal markets primarily in the states of Alabama and Mississippi. These include products and services for classroom, gymnasiums, lecture halls, auditoriums, theaters, multi-function rooms, athletic facilities, council chambers, court rooms, and conference rooms.

Services include audio, video, lighting, conferencing – audio and video – and control systems. Most have been public bid projects, but some have been design build projects that were all done in-house using the 60 years of combined experience of the Officers of the Company and those of other operations and technical personnel. In each case ESB completed lock- and-key integrated solutions within Budget and on time. Staff programmers write custom solutions for control systems and digital signal processors that provide client friendly interfaces. And, maybe most importantly, tune the sound systems with the ear of professional musicians.

The ESB product line-card covers hundreds of manufacturers of the full range of products and services necessary to meet the technical standards to provide the client with fully integrated voice, video, lighting and control systems. Using copper or fiber for transport ESB truly can offer a complete one-shop solution for its clients.

As a licensed low voltage General Contractor in both Alabama and Mississippi, our concentration is on those services in this technology space. We have technicians that are trained to do the installation, maintenance, problems isolation and solutions across the product line and specific to the client's integrated systems. Technicians are supplied with smartphones and tablets for ease of contact, access to technical manuals and Services Order details to expedite the installation or a resolution to intermediate system failures. Each is provided with voice mail and all emails are accessible either by the smartphone or the tablet.

Clients can reach our offices via land line at 205-533-9396 and our automated attendant will help direct their call to an appropriate department. Installations, Service or Maintenance issues are directed to the Field Operations Manager's office. Emails to the Field Operations Manager are captured on his office computer but are immediately forwarded to his smartphone and/or tablet. Likewise, technicians are dispatched and pertinent information about the client's request is transmitted to their smartphone and/or tablet. The Auto Attendant also provides shortcut access to Accounting, Sales and Distribution.

The ESB goal is to contact the client in the same business day that a request for installation or service occurs – variable factor depends on the time-of-day the request is received and the urgency of the situation. Once the initial contact is made with the client our goal is to respond to any premises visit requirement within the next business day.

ESB has developed technical assistance relationships with all the major providers of critical components of our installed systems. We take full advantage of Advance Replacement offers – some providers make these offers for up to three years after the initial installation – and other overnight shipments to expedite the process of returning the client's systems to full operation. These same manufacturer's offer on-line technical support if that process is appropriate as the most expeditious means of re- establishing the client's system to full operation.

Custom service and/or preventative maintenance contracts are available and are negotiated with each client to ensure that the rates are commensurate to the critical mission of the targeted products, services and/or systems.

Being a General Contractor also provides the opportunity for ESB to use subcontractors when particular specialties are needed and/or the volume of work requires additional personnel to meet the scope of work requirements from a technology or time line completion perspective. ESB has developed business and professional relationships with a number of companies around the country that have the credentials and experience needed to complete a project on Budget and on time.

The ESB Standard Warranty is for one year generally beginning on the date of substantial completion of the project. ESB will also honor any warranty issued by manufacturers that extend beyond the first year for their particular products or services. After the initial year of the ESB Warranty, installation and/or services charges for returning a system to operation will be applicable void any other extended maintenance or service contract between ESB and the client.

Alabama



Corporate Headquarters -Springville, AL (1)
Remote Offices: Huntsville (1) Mobile (1)
Engineers/Programmers - (5)
Installation (5)
Managers/Office Personnel (6)

- 3.23 The ESB Group, Inc. acknowledges, agrees, and will comply with Reporting of This Request for Bid # ACCS-2019-01.

A sample report for equipment purchases would be:

*The ESB Group, Inc.
Quarterly Usage Report
Third Quarter
July 2018 – September 2018*

<i>UAH Student Services</i>		<i>\$ 175,000</i>
<i>Multimedia Hardware</i>	<i>\$ 68,000</i>	
<i>Audio Hardware</i>	<i>\$ 107,000</i>	
<i>Bishop State Community College</i>		<i>\$ 65,000</i>
<i>Video Hardware</i>	<i>\$ 65,000</i>	
GRAND TOTAL		\$ 240,000

- 3.24 Should The ESB Group, Inc. be selected as a vendor, we will comply with this requirement to provide the complete ESS along with product specifications and options with the Electronic Commerce for Bid # ACCS-2019-01.

- 3.25 The ESB Group, Inc. acknowledges, agrees, and will comply with Breadth of Offering of This Request for Bid # ACCS-2019-01.

The ESB Group, Inc. offers Multimedia Hardware, Monitors, Storage, Networking Equipment, Audio and Video Conferencing Equipment, Services including design, programming, installation and integration services. Technical support, servicing of hardware including repair and replacement parts both warranty and non-warranty items, service and preventative maintenance plans which includes equipment inspection with follow up on issues to products, and professionally training operators of the equipment are also services The ESB Group offers.

- 3.26 The ESB Group, Inc. acknowledges, agrees, and will comply with Primary Account Representative of This Request for Bid # ACCS-2019-01.

The ESB Group, Inc. primary account representative is R. Larry Bounds Jr., who may be contacted at (205) 533-9396 ext. 601. His office is located at 5855 US Highway 11, Springville, AL 35146.

- 3.27 The ESB Group, Inc. acknowledges, agrees, and will comply with References of This Request for Bid # ACCS-2019-01.

Bevill State Community College – Sumiton *Audio/Visual Equipment & Installation*

*1411 Indiana Avenue
Jasper, AL 35501*

*Contact: John Light, Director of IT
John.Light@bscc.edu
(205) 648-3271; 5414*

Bishop State Community College – Mobile *Audio/Video Equipment & Installation*

*351 North Broad Street
Mobile, AL 36603*

*Contact: Adam Merkle, Purchasing Agent
amerkle@bishop.edu
(251) 405-7128*

Troy University (Athletics Dept) *Audio/Video Equipment & Installation*

*5000 Veterans Stadium Drive
Troy, AL 36082*

*Contact: Troy University
Tony Feronte, Athletics Facilities Mgr
tonyf@troy.edu*

- 3.28 The ESB Group, Inc. acknowledges, agrees, and will comply with Pricing Level and Guarantee of This Request for Bid # ACCS-2019-01.

The ESB Group, Inc. proposes the following manufacturer's product lines and will provide the following discounts from the MSRP to the Alabama College System as noted, however, the levels may vary depending on the item selected by the user:

*Almo – 10% Discount
Bosch – 20% Discount
Chief – 15% Discount
Crestron Electronics – 20% Discount
Da-Lite – 20% Discount
Draper – 20% Discount
Middle Atlantic Products – 15% Discount
TCGA USA – 20% Discount
Vaddio – 15% Discount
Vivitek – 18% Discount
Yamaha Pro Audio Division – 15% Discount*

- 3.29 The ESB Group, Inc. acknowledges, agrees, and will comply with Oral Presentation and Demonstration of This Request for Bid # ACCS-2019-01.
- 3.30 The ESB Group, Inc. acknowledges, agrees, and will comply with Equipment and Services Schedule of This Request for Bid # ACCS-2019-01.

The ESB Group has provided MSRP pricing for Almo, Bosch, Crestron, Draper, TCGA USA, Vaddio, Vivitek, and Yamaha Pro Audio Division. All discounts can be taken from the MSRP price on each of the manufacturer's listings. Due to the large volume that each manufacturers' MSRP price list includes, it is impractical to include these within the portion of our bid response and may be found in the Appendix section.

The ESB Group, Inc. provides the following services:

SERVICES	PRICE PER HOUR
<i>Project Manager</i>	<i>\$ 100.00</i>
<i>Programmer</i>	<i>\$ 150.00</i>
<i>Engineer</i>	<i>\$ 150.00</i>
<i>Senior Technician</i>	<i>\$ 90.00</i>
<i>Installation Technician</i>	<i>\$ 90.00</i>

- 3.31 The ESB Group, Inc. acknowledges, agrees, and will comply with Scope of Work of This Request for Bid # ACCS-2019-01.

- 3.32 The ESB Group, Inc. acknowledges, agrees, and will comply with Title Passage of This Request for Bid # ACCS-2019-01.
- 3.33 The ESB Group, Inc. acknowledges, agrees, and will comply with Quantity Guarantee of This Request for Bid # ACCS-2019-01.
- 3.34 The ESB Group, Inc. acknowledges, agrees, and will comply with Order of Precedence of This Request for Bid # ACCS-2019-01.
- 3.35 The ESB Group, Inc. acknowledges, agrees, and will comply with Payment Provisions of This Request for Bid # ACCS-2019-01.
- 3.36 The ESB Group, Inc. acknowledges, agrees, and will comply with Shipment and Risk of Loss of This Request for Bid # ACCS-2019-01.
- 3.37 The ESB Group, Inc. acknowledges, agrees, and will comply with Warranties of This Request for Bid # ACCS-2019-01.
- 3.38 The ESB Group, Inc. acknowledges, agrees, and will comply with Price Guarantees of This Request for Bid # ACCS-2019-01.
- 3.39 The ESB Group, Inc. acknowledges, agrees, and will comply with Technical Support of This Request for Bid # ACCS-2019-01.
- 3.40 The ESB Group, Inc. acknowledges, agrees, and will comply with Product Delivery of This Request for Bid # ACCS-2019-01.
- 3.41 The ESB Group, Inc. acknowledges, agrees, and will comply with Impracticality of Performance of This Request for Bid # ACCS-2019-01.
- 3.42 The ESB Group, Inc. acknowledges, agrees, and will comply with Records and Audit of This Request for Bid # ACCS-2019-01.
- 3.43 The ESB Group, Inc. acknowledges, agrees, and will comply with Use of Subcontractors of This Request for Bid # ACCS-2019-01.
- 3.44 The ESB Group, Inc. acknowledges, agrees, and will comply with Indemnification of This Request for Bid # ACCS-2019-01.
- 3.45 The ESB Group, Inc. acknowledges, agrees, and will comply with Website Maintenance of This Request for Bid # ACCS-2019-01.
- 3.46 The ESB Group, Inc. acknowledges, agrees, and will comply with Ethics of This Request for Bid # ACCS-2019-01.

- 3.47 The ESB Group, Inc. acknowledges, agrees, and will comply with Replacement Parts of This Request for Bid # ACCS-2019-01.
- 3.48 The ESB Group, Inc. acknowledges, agrees, and will comply with FCC Certification of This Request for Bid # ACCS-2019-01.
- 3.49 The ESB Group, Inc. acknowledges, agrees, and will comply with Site Preparation of This Request for Bid # ACCS-2019-01.
- 3.50 The ESB Group, Inc. acknowledges, agrees, and will comply with Assignment of This Request for Bid # ACCS-2019-01.
- 3.51 The ESB Group, Inc. acknowledges, agrees, and will comply with Survival of This Request for Bid # ACCS-2019-01.
- 3.52 The ESB Group, Inc. acknowledges, agrees, and will comply with Lease Agreements of This Request for Bid # ACCS-2019-01.
- 3.53 The ESB Group, Inc. acknowledges, agrees, and will comply with Vendor Disclosure Statement of This Request for Bid # ACCS-2019-01.

BID FORMAT AND ORGANIZATION

- 4.1 The ESB Group, Inc. acknowledges, agrees, and will comply with the Bid Format for Bid # ACCS-2019.01.
- 4.1.1 The ESB Group, Inc. acknowledges, agrees, and will comply with the Bid Organization for Bid # ACCS-2019.01.
- 4.1.2 The ESB Group, Inc. acknowledges, agrees, and will comply with the Letter of Transmittal for Bid # ACCS-2019.01.

EVALUATION

- 5.1 The ESB Group, Inc. acknowledges, agrees, and will comply with the Evaluation Process for Bid # ACCS-2019.01.