



CCS Presentation Systems

Presents

**Request for Bid Response
for**

**Alabama Community College System
&**

Higher Education

Joint Purchasing Agreement

ORIGINAL

Bid#: ACCS-2022-01

Due: February 11, 2022 at 4:00 PM CST



A. LETTER OF TRANSMITTAL

February 4, 2022

Alabama Community College System
Joint Purchasing Agreement Initiative
135 South Union Street, Suite 135
Montgomery, Alabama 36104

RE: RFB# ACCS-2022-01

Dear Alabama Community College System,

Visionworx, LLC dba CCS Presentation Systems (Federal Tax ID 20-3312410) is pleased to offer the following response for your Request for Bid# ACCS-2022-01. With over 20 years of experience with design, installation, and top rated customer support, we pride ourselves in providing our clients with a variety of audio visual solutions from the most basic to highly functional, integrated and unified communication experiences.

John Doster, CEO/President of CCS Presentation Systems- Southeast, is authorized to make contractual obligations and to negotiate this contract. I can be contacted at 1-888-880-1240 or emailed at jdoster@ccssoutheast.com.

Suzanne Capasso, Education Specialist, is available to contact for contract clarification and questions. She can be reached at 1-888-880-1240 or emailed at scapasso@ccssoutheast.com.

Visionworx, LLC dba CCS Presentation Systems accepts the Conditions of Governing the Procurement. CCS Presentation Systems has received all amendments to Request for Bid# ACCS-2022-01.

We look forward to the opportunity to partner with the Alabama Community College System.

Sincerely,

John Doster, CEO
CCS Presentation Systems- Southeast

B. EVALUATION SUBMISSION FORM**Vendor Contact Information**

This will be published for participating agencies to streamline the vendor contact process. Vendors may not have all of these departments/positions/titles. Please complete this information as accurately as possible. If the information below changes, please send a revised version of this page to jpa-notification@accs.edu

Vendor Name: Visionworx, LLC dba CCS Presentation Systems Date: 2/8/2022

Website Address: <https://ccssoutheast.com>

	Name(s)	Phone Number(s)	E-Mail Address(s)
Primary Contract Executive(s)	Suzanne Cappasso	1-888-880-1240	scappasso@ccssoutheast.com
Senior Account/Sales Manager(s) (by region if necessary)	Kevin McDuff	(251)-643-6579	kmcduff@ccssoutheast.com
Account/Sales Manager(s) (by region if necessary)	Kevin McDuff	(251)-643-6579	kmcduff@ccssoutheast.com
Technical Support	Ryan Campbell	1-888-880-1240	service@ccssoutheast.com

BID INFORMATION INDEX

Please complete the following form to assist the Evaluation Committee in finding specific information as related to your bid response.

	Document Name	Page Number(s)
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Availability of Technical Support	CCS Response Doc for: ACCS-2022-01	15
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Customer Satisfaction	CCS Response Doc for: ACCS-2022-01	8
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Financial Documentation Appendix B

State of Alabama Disclosure Statement

Certificate of Compliance

Immigration Status Form

Current W-9

E-Verify Memorandum of Understanding with Articles

GENERAL REQUIREMENTS AND SPECIFICATIONS

3.1 Acceptance of Conditions Governing the Procurement

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

See Appendix A for ISO 9001 certifications.

3.2 Incurring Cost

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.3 Vendor Responsibility

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.4 Serving Sub-Contractors

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.5 Amended Bids

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.6 Vendors' Rights to Withdraw Bid

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.7 Bid Offer Firm

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.8 Disclosure of Bid Contents

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.9 No Obligation

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.10 Legal Review

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.11 Governing Law

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.12 Basis of Bid

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.13 Agreement Terms and Conditions

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.14 Vendor Qualifications

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.15 Change in Vendor Representatives

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.16 Equipment and Services Schedules

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.17 Benefit of Cost Reduction

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.18 Bid Terms

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.19 Fiscal Funding

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.20 Insurance

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.21 New Products

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

SPECIFICATIONS

3.22 Product and Services Delivery Overview

CCS Presentation Systems- Southeast is a full-service audio visual integration company serving the southeastern United States for over 25 years. Although our home office is in Jacksonville, Florida, our expertise extends throughout Alabama, Georgia, and Tennessee. CCS has provided clients many box sale solutions for local government, public and private education institutions, and private businesses. We can also provide clients with a fully custom integrated solution in which we design, build, install and service. Our clients include corporate, education, government, hospitality, entertainment, and more.

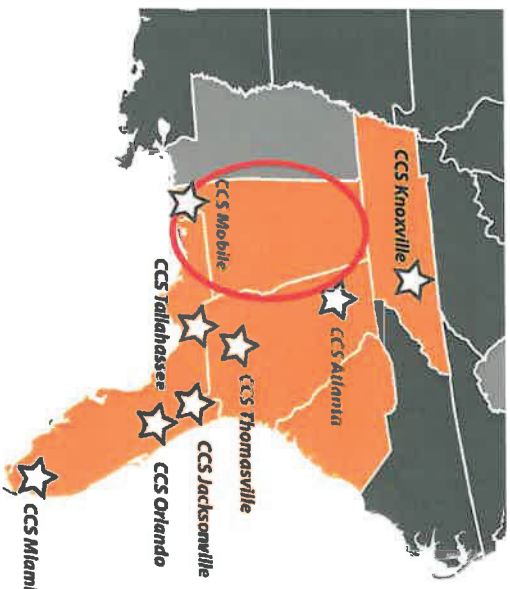
At CCS, we pride ourselves on providing customers with high-quality customer solutions, customer service, and support. We always strive to keep customers satisfied by addressing their needs and resolving all concerns effectively and efficiently.

The client's primary contact will be the Alabama Account Manager. If the Alabama Account Manager cannot resolve the issue, it will escalate to the Education Specialist for further investigation and resolution. If the issue hasn't been resolved for two weeks or more, will escalate to the General Manager.

CCS can provide box sale services throughout the state of Alabama. Please refer to the map below. When a client makes a box sale purchase, the products are shipped directly from the manufacturer to the end user using a third-party shipping service such as USP, Federal Express, or another third-party shipping service.

A value added service CCS can provide is our Service Department. We use a support portal (ConnectWise) to receive, manage, and resolve all service requests. The portal exists for both warranty and non-warranty service requests from our customers from all over the southeast and provides a single point of contact (service@ccssoutheast.com) which allows us to receive requests and sort them based on region and SLA terms. Customers with agreements are given priority based on the level of their agreement and the service portal provides

tracking for all time and materials used against a given maintenance agreement. The portal is an excellent way to ensure that customers receive timely and consistent support, and that things are never left unresolved. Customers can expect same day response for new requests entered before 2pm EST and 24-48 hour response for correspondence related to existing inquiries regardless of SLA terms, but customers without a maintenance agreement aren't guaranteed onsite or phone support except on an "as available" basis.



CCS Southeast Customer Satisfaction Data
2020/2021

Customer	Project	Equipment / SVC	Approx. Size (Rooms)	Customer Survey Result
Orange County Public Schools(FU)	Digital Curriculum	Display, Cart, Mount, and Cables & Ins	1500 Classrooms	Extremely Satisfied
Orange County Public Schools(FU)	Facilities Division	Display, Cart, Mount, and Cables & Ins	400 Classrooms	Extremely Satisfied
Washington County Schools(AU)	Classroom Interact	IFP Display, Cart, Cables and Install	50 Classrooms	Extremely Satisfied
Washington County Schools (AU)	Classroom Upgrade	Projector, Screen, Interface Install	5 Classrooms	Extremely Satisfied
Mobile Catholic School	Classroom Interact	Panels and connectivity	18 Classrooms	Extremely Satisfied
Mobile Catholic School	Classroom Interact	Displays, projectors, and Doc camera's	20 Classrooms	Extremely Satisfied
Hillsborough County Public Schools(FU)	Classroom Interactive	Panels	100 + Classrooms	Extremely Satisfied
Windermere Preparatory (FU)	Classroom Tech	IFP Panels and Install	18 Classrooms	Very Satisfied

Customers are contacted for feedback via email. They can choose between:

- Extremely satisfied
- Very satisfied
- Satisfied
- Not Satisfied

3.23 Reporting

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply with meeting the requirement of submitting a quarterly utilization report. A PDF copy will be emailed to The System Office to JPA-Notification@accs.edu.

Sample Utilization Report

Visionworx, LLC dba CCS Presentation Systems

Reporting Period:

Contact Name:

Contact Email:

Contact Phone:

School Name	Item	Item Price	Total
Client #1			\$300
	Example Item #1	\$100	
	Example Item #2	\$200	
Client #2			\$1000
	Example Item #1	\$1000	
Total			\$1300

3.24 Electronic Commerce

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

Once award notification is received, CCS Presentation Systems can create, build, and maintain a website that contains ESS and product specifications and options. We currently accept purchase order's electronically through email. Once awarded, users will have the option to purchase directly from the website.

Here is a link to an example website:

<https://ccspresentation.wixsite.com/example>.

3.25 Breadth of Offering

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

Categories

Printers: CCS Presentation Systems can provide Epson printers, scanners, wide-format printers, printer accessories.

Monitors: CCS Presentation Systems has a variety of displays available. Manufacturer's available include SMART Technologies, Sharp, LG, and ClearTouch.

Multimedia Hardware: CCS Presentation Systems has a variety of multimedia hardware options. These items include interactive displays, large format displays, multimedia projectors, av switching and processing, voice amplification and audio, collaboration and streaming, mounting hardware, cables, furniture solutions, power protection, management solutions, and screens.

Manufacturer's available include: Epson, SMART Technologies, Sharp, LG, Extron, ClearTouch and Legrand brands- Chief, Cable-to-Go, Middle Atlantic, and D-lite.

Product Offering

Epson- Multimedia projectors, projector accessories, printers, printer accessories, document cameras

SMART Technologies- Large format interactive displays and accessories, document cameras, and SMART Lumio software.

Sharp-NEC- Large format displays, interactive displays, projectors and accessories

LG- Large format displays and projectors

Extron- AV switching and processing, voice amplification and audio, collaboration and streaming, software management

ClearTouch- Large format interactive displays and accessories

Legrand- mounting hardware, cables, furniture solutions, power protection and management solutions, screens

3.26 Primary Account Representative

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

Primary Account Representative:

Kevin McDuff, Alabama

Account Manager

(215)-643-6579

kmcduff@ccssoutheast.com

Contract Agreement Maintenance:

Suzanne Capasso, Jacksonville, FL

Education Specialist

888-880-1240 Ext. 1011

scapasso@ccssoutheast.com

Director of Sales:

Joy Bell, Jacksonville, FL

Sales Director

888-880-1240

jbell@ccssoutheast.com

3.27 References

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

1. Baldwin County Board of Education (Baldwin County Public schools)

CONTACT: Jeremy King,

Educational Technology Services

ADDRESS: 2600-A North Hand Ave, Bay minette, AL 36507

PHONE: 251-972-6850

DESCRIPTION Products/Services: Classroom educational equipment. This include interactive whiteboards, interactive displays, classroom audio systems, document camera's, video and audio conferencing equipment, projectors, screens, classroom furniture, carts & stands, PTZ camera's. On-site installations, training services, professional development, system design, system programming, system engineering, equipment & system support services.

2. Washington County Public Schools

CONTACT: Jeff Ford

District Technology Coordinator

ADDRESS: 229 Granada Ave. Chatom, Alabama 36518

PHONE: 251-847-2401

DESCRIPTION Products/Services: Classroom educational equipment. This includes Interactive whiteboards, interactive displays, projectors, screens, classroom furniture, carts & stands. On-site installations, training services, professional development, system design, equipment & system support services

3. Archdiocese of Mobile- Catholic Schools

CONTACT: Lisa McDuff

ADDRESS: 400 Government St. Mobile, Alabama 36602

PHONE: 251-626-1692

DESCRIPTION: Products/Services: Classroom educational equipment. This includes Interactive whiteboards, interactive displays, projectors, screens, document cameras. Gymnasium audio systems, sports field public address systems, "Live" camera streaming systems. On-site installations, training services, professional development, system design, equipment & system support services.

4. Faith Academy

CONTACT: Jessica Rapier

ADDRESS: 8650 Tanner Williams Road, Mobile, Alabama 36608

PHONE: 251-633-7267

DESCRIPTION: Products/Services: Classroom educational equipment. This includes interactive classroom displays, document cameras, equipment stands. Training services, professional development, equipment support services.

5. Jacksonville University

CONTACT: Dee Thornton

ADDRESS: 2800 University Blvd. N., Jacksonville, FL 32211

PHONE/EMAIL: (904) 256-7972

DTThornt@ju.edu

DESCRIPTION: Products/Services: CCS has worked with Jacksonville University for many years. One of their more recent projects included upgrading several classrooms to include interactive classroom technology. Each classroom included a SMART Interactive Podium, document camera, a Crestron audio system, speakers, and amplifier.

6. Santa Fe College

CONTACT: Michelle Jansen

ADDRESS: 3000 NW 83rd Street, Gainesville, FL 32606

PHONE/EMAIL: (352) 395-4426

Michelle.jansen@sfccollege.edu

DESCRIPTION: Products/Services: CCS has completed several projects for Santa Fe College. A recent project included updates to 48 classrooms. CCS delivered and installed interactive projectors, wall mount, audio system, microphones, and video conferencing cameras.

7. University of Florida- UF Health

CONTACT: Billy Sommer

ADDRESS: 655 West 8th Street, Jacksonville, FL 32209

PHONE/EMAIL: (904) 244-8784

Billy.sommer@jax.ufl.edu

DESCRIPTION: Products/Services: CCS has worked with UF Health for many years. A recent project delivered and installed an interactive flat panel and ceiling (pole) mount. Add an HDMI/USB wall plate to connect to the lectern computer. Additional equipment installed included a Poly camera/soundbar for video conferencing. CCS removed the existing projector and screen.

3.28 Pricing Level and Guarantee

CCS Presentation Systems can provide minimum percentage discounts off MSRP. End users will be provided larger discounts when available. Below are the minimum discounts for each manufacturer indicated in section 3.25.

Epson multimedia projectors- minimum Epson's Brighter Futures Education Pricing
Epson accessories- minimum Epson's Brighter Futures Education Pricing
Epson Document Cameras- minimum Epson's Brighter Futures Education Pricing
Epson Printers- minimum Epson's Brighter Futures Education Pricing
Epson Wide Format Printers- minimum Epson's Brighter Futures Education Pricing

Chief (Legrand) equipment- minimum 15% off MSRP

Chief (Legrand) accessories- minimum 5% off MSRP

Da-lite (Legrand) equipment- minimum 20% off MSRP

Da-lite (Legrand) accessories- minimum 10% off MSRP

Middle Atlantic (Legrand)- minimum 15% off MSRP

Cables-to-Go (Legrand)- minimum 10% off MSRP

ClearTouch equipment- minimum 15% off MSRP
ClearTouch accessories- minimum 5% off MSRP

Extron- minimum 20% off MSRP

LG Displays equipment- minimum 15% off MSRP
LG Displays accessories- minimum 10% off MSRP

Sharp-NEC equipment- minimum 10% off Estimated Street Price
Sharp-NEC accessories- minimum 6% off Estimated Street Price

SMART Technologies equipment and accessories – minimum SMART's Suggested
Net School Price

3.29 Oral Presentation and Demonstration

Visionworx, LLC dba CCS Presentation System acknowledges and agrees to do
an oral presentation and demonstration.

3.30 Equipment and Services Schedule

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will
comply.

Equipment schedule is provided on the USB drive. If awarded, this information
will be made available on a dedicated website.

3.31 Scope of Work

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will
comply.

3.32 Title Passage

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will
comply.

3.33 Quantity Guarantee

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will
comply.

3.34 Order of Precedence

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will
comply.

3.35 Payments Provisions

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.36 Shipment and Risk of Loss

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.37 Warranties

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

CCS applies the manufacturer's warranty on all hardware products.

3.38 Price Guarantees

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.39 Technical Support

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

We use a support portal (ConnectWise) to receive, manage, and resolve all service requests. The portal exists for both warranty and non-warranty service requests from our customers from all over the southeast and provides a single point of contact (service@ccssoutheast.com) which allows us to receive requests and sort them based on region and SLA terms. Customers with agreements are given priority based on the level of their agreement and the service portal provides tracking for all time and materials used against a given maintenance agreement. The portal is an excellent way to ensure that customers receive timely and consistent support, and that things are never left unresolved. Customers can expect same day response for new requests entered before 2pm EST and 24-48 hour response for correspondence related to existing inquiries regardless of SLA terms, but customers without a maintenance agreement aren't guaranteed onsite or phone support except on an "as available" basis.

3.40 Product Delivery

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.41 Impracticability of Performance

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.42 Records and Audit

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.43 Use of Subcontractors

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.44 Indemnification

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.45 Website Maintenance

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.46 Ethics

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.47 Replacement Parts

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.48 FCC Certification

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.49 Site Preparation

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.50 Assignment

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.51 Survival

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.52 Lease Agreements

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

3.53 Vendor Disclosure Statement

Visionworx, LLC dba CCS Presentation System acknowledges, agrees, and will comply.

Appendix A



February 2, 2022

Re: Bid Number ACCS Joint Purchasing Agreement

To whom it may concern;

Clear Touch Interactive, Inc. provides interactive technology solutions that helps educational institutions, government agencies and commercial enterprises to Interact Differently. These interactive technology solutions are specifically designed for the demands and requirements of today's collaborative environments.

CCS Presentations is an authorized reseller of Clear Touch Interactive, Inc. products and solutions and is authorized to provide sales, service, and support in the State of Alabama; and specifically, to meet the needs and requirements of this Solicitation. CCS Presentations is currently a Signature Elite Partner which is the highest level attainable through our reseller program. CCS Presentations has demonstrated their ability to deliver exceptional results and efforts through extensive Clear Touch experience and training.

Sincerely,

A handwritten signature in black ink, appearing to read "K Trask".

Keone Trask
President
ktrask@getcleartouch.com
(864) 973-7973



Tuesday, February 08, 2022

Alabama Community College System
135 S Union St,
Montgomery, AL 36130

To Whom It May Concern:

This letter is to confirm that **CCS Southeast** is an authorized reseller for **LG Electronics Commercial Display** Product line. CCS Southeast is authorized to sell LG Electronics full product line to all education customers throughout the United States, Alabama specifically, and this authorization includes sales and services for the Alabama Community College System Purchasing Program.

The products offered and to be delivered are guaranteed to be of the finest quality in the industry. CCS Southeast maintains a staff of experienced sales, installation, and services personnel, and in the unlikely event that a dealer becomes unable to provide service and support after the sales, the warranties offered by LG Electronics remain valid for the customer.

The product line encompasses, but is not limited to:

- Commercial TVs and Displays
- Commercial Video Walls
- Commercial OLED
- Commercial Transparent Film
- Commercial Direct View LED
- Commercial eSports Monitors
- Commercial Desktop Monitors
- Commercial Projectors
- Commercial Laptops, Thin, and Zero Client Devices
- Commercial Software, Support, and Services
- And Commercial Accessories and Bundles

A complete list of authorized Digital signage and IT solutions can be found on the LG website:
<https://www.lg.com/us/business/vertical-markets-solutions/education>.

If you have additional questions, please contact me.

Sincerely,

Scott Andrews

Scott Andrews
Sr National Account Manager – Public Sector Team
HE B2B Division, LG Business Solutions USA, Inc.
2000 Millbrook Drive | Lincolnshire, IL 60069
E-Mail: scott.andrews@LGE.com