



Response to

Alabama Community College System Joint Purchase Agreement

Manufacturer Supplied Technology Equipment with Peripherals,  
Software, Networking, Equipment, Maintenance and  
Professional Support Services Bid

#ACCS-2022-01

Due February 11, 2022  
Opening February 14, 2022

Presented By

Power Productions Inc.  
25935 Friendship Rd., Ste. B  
Daphne, AL 36526  
251-625-2801

TAB A

Letter of Transmittal

Date: February 10, 2022

To: Alabama Community College System  
Joint Purchasing Agreement

From: Power Productions Inc.  
25935 Friendship Rd., Ste. B  
Daphne, AL 36526

Subject: #ACCS-2022-01

This letter is to confirm that Power Productions Inc. is officially submitting a response to RFB #ACCS-2022-01, due on February 11 at 4:00 pm.

Russell Laird, President, is authorized to contractually obligate and to negotiate the contract on behalf of Power Productions Inc. He can be reached at 251-625-2801.

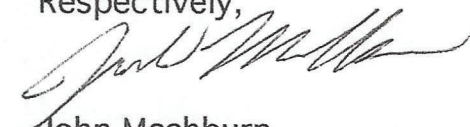
John Mashburn, Vice President, is authorized to contractually obligate and to negotiate the contract on behalf of Power Productions Inc. He can be reached at 251-625-2801.

Either Russell Laird or John Mashburn may be contacted for clarification.

Power Productions Inc. accepts the Conditions Governing the Procurement, unless noted within the response.

Power Productions Inc. hereby acknowledges there were no amendments to this bid, just the question and answers posted.

Respectively,



John Mashburn  
Vice President

TAB B

### 6.5 Appendix E - Evaluation Submission Form

The purpose of this form is to provide a single summary document per submitting vendor that references required materials. This document is intended to assist the Evaluation Committee easily find specific items of information during the evaluation process and to assist participating agency personnel in locating specific vendor information after the award of the bid.

#### 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](mailto:jpa-notification@accs.edu)

Vendor Name: Power Productions Inc. Date: February 10, 2022

Website Address: www.powerproductions.tv

	Name(s)	Phone Number(s)	E-Mail Address(s)
Primary Contract Executive(s)	John Mashburn	251-625-2801	powerproductions@mc m
Senior Account/Sales Manager(s) (by region if necessary)	Russell Laird	251-625-2801	russ@powerproduction
Account/Sales Manager(s) (by region if necessary)			
Technical Support			

#### 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)
Product and Services Delivery Overview	Response	2-3
Geographic Coverage	Response	3
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Problem Resolution	Response	2-3
Customer Satisfaction	Response	2-4
Value Added Services	Response	2-4
Reporting	Response	4
Electronic Commerce	Response	4
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Primary Account Representative	Response	5
References	Response	6
Pricing Level and Guarantee	Response	7

TAB C

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A. Letter of Transmittal

B. Evaluation Submission Form

C. Table of Contents

E. Response to General Requirements and Specifications

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Atlona

Barco

Blizzard (Dicolor)

Digital Projections (Delta)

Epson

Huddly (Flextronics)

Kramer

Legrand (Chief, DaLite, Middle Atlantic)

Netgear

Novastar

Shure

ZeeVee (TUV USA)

E2. Equipment and Services Schedule

TAB E



## **Response to General Requirements and Specifications**

### **ACCS-2022-01**

- 1.1 Power Productions Inc. acknowledges, agrees, and will comply.
- 1.2 Power Productions Inc. acknowledges, agrees, and will comply.
  
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3.20 Power Productions Inc. acknowledges, agrees, and will comply.

Power Productions maintains Worker's Comp through the Sheffield Fund. Our liability insurance will need to be amended to meet the limits of liability called for in the RFB, and we understand we will need to provide proof of these before issuance of contract.

3.21 Power Productions Inc. acknowledges, agrees, and will comply.

3.22 Power Productions Inc. acknowledges, agrees, and will comply.

## **Product and Services Delivery Overview**

Power Productions Inc. began as a video production company in 1989 under the name Power Productions. We incorporated in 2005 and in 2007 began adding rental and event services along with video production. In 2010 we expanded into sales and installation of audio visual equipment, focusing on churches and government installations as our primary targets.

Products and services offered include audio (both large systems for auditoriums and small systems for classrooms), video displays (including flat screen displays, projection, and LED walls), video production equipment (both IMAG and streaming), and lighting (both stage lighting and low-voltage house lighting). Our church clients have come almost exclusively from word of mouth – satisfied customers telling others that they should use us, with the government clients mostly through the bid process. We have provided bid specs for several of our governmental clients.

Our product offering for this JPA is tailored to meet the needs of the education market, with offerings for both large venue and classroom ultra-short throw projectors, touch-screen displays with BYOD compatibility, and accessories like racks and mounts.

Power Productions Inc. is a fairly small shop, with three full-time and two regular part-time on staff with others available for larger jobs. As such, all issues are handled by the owners, Pres. Russell Laird or VP John Mashburn. As owners, we take pride in resolving any issue ASAP, as this is how we have kept our business growing. A happy customer will tell their colleagues about their experience with us. If there's an issue, we will be on-site within 24 hours if needed (unless it's over a weekend) to see

how we can resolve it. We have not had occasion to conduct a service survey, as all issues have been resolved satisfactorily with our clients in a timely matter.

Power Productions Inc. understands the need for installations that are both functional and professional. We take pride in both how the installation looks and how it performs. We will spend the necessary time with the client to make sure they understand how to best use their equipment. If there is a control system involved we will provide step-by-step instructions on how to access all functions through the controller. We have installations all over the country, including Lackland AFB in San Antonio, Fort Riley in Kansas, the NOAA/National Weather Service in Missouri, and Redstone Arsenal in Huntsville, so we have proven ability to provide the needed services nationally. We prefer to stay within a day's drive of our office in Daphne, as we offer a 1 year warranty on our installations besides honoring all manufacturer's warranties. Here is our service area for Alabama.



From our office in Daphne we have 5 technicians available to handle installations, programming, design and fulfillment statewide.

3.23 Power Productions Inc. acknowledges, agrees, and will comply.

A sample report for the quarter would look like this:

**Power Productions Inc.  
Quarterly Usage Report  
2<sup>nd</sup> Quarter 2022  
April 1 – June 30**

Client	Price	Total
Coastal Alabama CC		\$6500.00
Multimedia Hardware	\$5200.00	
Installation	\$1300.00	
UAH		\$34,995.00
Multimedia Hardware	\$34,995.00	
GRAND TOTAL		\$41,495.00

3.24 Power Productions Inc. acknowledges, agrees, and will comply.

If awarded a contract Power Productions Inc. will establish an internet site that contains our complete ESS offering. We understand the request to be able to accept purchase orders through this website and will see that this gets implemented. We anticipate using our website and building the page at [www.powerproductions.tv/ALJPA](http://www.powerproductions.tv/ALJPA) .

3.25 Power Productions Inc. acknowledges, agrees, and will comply.

Power Productions Inc. will offer products or services that fall under Audio and Video Conferencing Equipment and Multimedia Hardware, as well as installation, training and technical support in these categories. Our product offerings include the following:

Atlona – Conferencing and Multimedia  
Barco – Multimedia  
Blizzard - Multimedia  
Chief – Multimedia  
DaLite – Multimedia  
Digital Projection – Multimedia  
Epson - Multimedia  
Hall Technologies – Conferencing and Multimedia  
Huddly - Conferencing  
Kramer – Conferencing and Multimedia  
Middle Atlantic – Conferencing and Multimedia  
Netgear – Conferencing and Multimedia  
Novastar - Multimedia  
Shure – Conferencing and Multimedia  
ZeeVee - Multimedia

No operating systems are required with any of the offerings, and any proprietary software required for a system to function will be provided.

3.26 Power Productions Inc. acknowledges, agrees, and will comply.

Primary Account Representative:

John Mashburn, VP

251-625-2801

[john@powerproductions.tv](mailto:john@powerproductions.tv)

Marketing Supervisor:

Russell Laird, President

251-625-2801

[russ@powerproductions.tv](mailto:russ@powerproductions.tv)

3.27 Power Productions Inc. acknowledges, agrees, and will comply.

## References

Sgt. Douglas Mansfield  
National Guard, 154<sup>th</sup> RTI  
3500 C Avenue, Camp Shelby MS 39407  
Office 601-558-2124  
Cell 601-832-7367  
[douglas.l.mansfield.mil@mail.mil](mailto:douglas.l.mansfield.mil@mail.mil)  
Multiple Contract Awards for Classroom AV and Auditorium AV with control

Buddy Brock  
Coastal Alabama Community College  
1900 Hwy. 31 S.  
Bay Minette, AL 36507  
[Buddy.Brock@coastalalabama.edu](mailto:Buddy.Brock@coastalalabama.edu)  
251-580-2126  
Audio Equipment for Outdoor Stage, Curtains for Auditorium, Digital Console and accessories

MSgt. Christopher Marks  
Cyber Defense Operations Superintendent  
USAF ANG  
4715 Hewes Ave., BLDG 154  
Gulfport, MS 39507  
228-214-6069  
Multiple Classroom control, audio and video equipment including overflow from one classroom to two others, auditorium av update

Bart Teel  
FBC Wetumpka  
205 W. Bridge St.  
Wetumpka, AL 36092  
[Bart@fbcwetumpka.com](mailto:Bart@fbcwetumpka.com)  
334-567-5191  
Auditorium Sound, Lights and Video, Multiple Displays throughout facility including classrooms

3.28 Power Productions Inc. acknowledges, agrees, and will comply.

**Baseline Pricing - Product**

Atlona – 10% Discount from MSRP  
Barco – 10% Discount from MSRP  
Blizzard – 15% Discount from MSRP  
Chief – 16% Discount from MSRP  
DaLite – 25% Discount from MSRP  
Digital Projection – 15% Discount from MSRP  
Epson – 15% from MSRP  
Hall Technologies – 20% Discount from MSRP  
Huddly – 10% Discount from MSRP  
Kramer – 18% Discount from MSRP  
Middle Atlantic – 25% Discount from MSRP  
Netgear – 2% Discount from MSRP  
Novastar – 20% Discount from MSRP  
Shure – 20% Discount from MSRP  
ZeeVee – 16% Discount from MSRP

<b>Baseline Pricing – Services</b>	<b>Price Per Hour</b>
<b>Project Management</b>	<b>\$115</b>
<b>Programming</b>	<b>\$110</b>
<b>Lead Installer</b>	<b>\$90</b>
<b>Install Tech</b>	<b>\$60</b>

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If awarded a JPA contract, Power Productions will add a toll-free number to be available for participating members to contact us for technical assistance.

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## **Bid Format and Organization**

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## **Evaluation Process**

5.1 Power Productions Inc. acknowledges, agrees, and will comply.



## TAB E.1