



231 Commerce Parkway
Pelham, Alabama 35124
205-618-8324
www.ENGAV.com

Request for Bid

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:

ENG AV, INC

231 Commerce Parkway
Pelham, AL 35124
205-618-8324
www.ENGAV.com

January 4, 2024
Bid #: ACCS-2024-01
Due by: February 9, 2024, at 5:00 PM CST



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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: ENG AV, INC.
231 Commerce Parkway
Pelham, AL 35124

Date: February 9, 2024

Subject: Bid# ACCS-2024-01

This letter is to transmit that ENG AV, Inc. is officially submitting a response to the Request for bid # ACC-2024-01. Due on February 9, 2024 at 5:00 PM CST.

Donna Boackle, President, is authorized to make contractual obligations and to negotiate on behalf of ENG AV, Inc., and can be reached at (205) 618-8324.

Gary Boackle, Vice-President, is authorized to make contractual obligations and to negotiate on behalf of ENG AV, Inc. and can be reached at (205) 618-8324.

Either Donna Boackle or Gary Boackle may be contacted for clarification to any part of this response.

ENG AV, Inc. accepts the Conditions Governing the Procurement unless explicitly noted within the response.

ENG AV, Inc. has received all amendments to this RFB.

Respectfully,

Donna Boackle
President



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EVALUATION SUBMISSION FORM

EVALUATION SUBMISSION FORM

Vendor Contact Information

ENG AV, INC.		
www.engav.com		
Primary Contract Executive(s)		
Gary Boackle	205-618-8324	gary@engav.com
Donna Boackle	205-618-8324	donna@engav.com
Sr. Account / Sales Manager		
Gary Boackle	205-618-8324	gary@engav.com
Technical Support		
Justin Boackle	205-618-8324	service@engav.com

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3. Industry and Company Certifications
4. Reseller Authorization Letter including ISO 9001 Certificates (if applicable) – USB submitted with products and ESS pricing.

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RESPONSE TO GENERAL REQUIREMENTS AND SPECIFICATIONS

RESPONSE TO GENERAL REQUIREMENTS AND SPECIFICATIONS

INTRODUCTION

- 1.1 ENG AV, Inc. acknowledges, agrees, and will comply with the Purpose of This Request for Bid # ACCS-2024-01.
- 1.2 ENG AV, Inc. acknowledges, agrees, and will comply with the Summary Scope of Work for Bid # ACCS-2024-01.
- 1.3 ENG AV, Inc. acknowledges, agrees, and will comply with the Scope of Procurement for Bid # ACCS-2024-01.
- 1.4 ENG AV, Inc. acknowledges, agrees, and will comply with the Definition of Terminology for Bid # ACCS-2024-01.

CONDITIONS GOVERNING THE PROCUREMENT

- 2.1 ENG AV, Inc. acknowledges, agrees, and will comply with the Explanation of Events for This Request for Bid # ACCS-2024-01
 - 2.1.1 ENG AV, Inc. acknowledges, agrees, and will comply with the Issue of RFB for BID# ACCS -2024-01.
 - 2.1.2 ENG AV, Inc. acknowledges, agrees, and will comply with the Clarification and Responses for BID# ACCS-2024-01.
 - 2.1.3 ENG AV, Inc. acknowledges, agrees, and will comply with the Deadline to Submit Written Questions for BID# ACCS-2024-01.
 - 2.1.4 ENG AV, Inc. acknowledges, agrees, and will comply with the Response to Written Questions/RFB Amendments for BID# ACCS-2024-01.
 - 2.1.5 ENG AV, Inc. acknowledges, agrees, and will comply with the Submission of Bid for BID# ACCS-2024-01.
 - 2.1.6 ENG AV, Inc. acknowledges, agrees, and will comply with the Bid Evaluation for BID# ACCS-2024-01.
 - 2.1.7 ENG AV, Inc. acknowledges, agrees, and will comply with the Selection of Finalists for BID# ACCS-2024-01.
 - 2.1.8 ENG AV, Inc. acknowledges, agrees, and will comply with the Clarification from Finalists for BID# ACCS-2024-01.
 - 2.1.9 ENG AV, Inc. acknowledges, agrees, and will comply with the Contract Award for BID# ACCS-2024-01.

GENERAL REQUIREMENTS AND SPECIFICATIONS

- 3.1 ENG AV, Inc. does not manufacture equipment and thus does not hold the ISO 9001 certification. Our response to BID ACCS-2024-01 includes manufacturers with which we are authorized partners and resellers of their equipment. The manufacturer's authorization letter and ISO 9001 certifications where applicable are included with our response.
- 3.2 ENG AV, Inc. acknowledges, agrees, and will comply with the Incurring Cost for This Request for Bid # ACCS-2024-01.
- 3.3 ENG AV, Inc. acknowledges, agrees, and will comply with the Vendor Responsibility for This Request for Bid # ACCS-2024-01.
- 3.4 ENG AV, Inc. acknowledges, agrees, and will comply with the Serving Subcontractors for This Request for Bid # ACCS-2024-01.
- 3.5 ENG AV, Inc. acknowledges, agrees, and will comply with the Amended Bids for This Request for Bid # ACCS-2024-01.
- 3.6 ENG AV, Inc. acknowledges, agrees, and will comply with the Vendors' Right to Withdraw Bid for This Request for Bid # ACCS-2024-01.
- 3.7 ENG AV, Inc. acknowledges, agrees, and will comply with the Bid Offer Firm for This Request for Bid # ACCS-2024-01.
- 3.8 ENG AV, Inc. acknowledges, agrees, and will comply with the Disclosure of Bid Contents for This Request for Bid # ACCS-2024-01.
- 3.9 ENG AV, Inc. acknowledges, agrees, and will comply with the No Obligation for This Request for Bid # ACCS-2024-01.
- 3.10 ENG AV, Inc. acknowledges, agrees, and will comply with the Legal Review for This Request for Bid # ACCS-2024-01.
- 3.11 ENG AV, Inc. acknowledges, agrees, and will comply with the Governing Law for This Request for Bid # ACCS-2024-01.
- 3.12 ENG AV, Inc. acknowledges, agrees, and will comply with the Basis for Bid for This Request for Bid # ACCS-2024-01.
- 3.13 ENG AV, Inc. acknowledges, agrees, and will comply with the Agreement Terms and Conditions for This Request for Bid # ACCS-2024-01.
- 3.14 ENG AV, Inc. acknowledges, agrees, and will comply with the Vendor Qualifications and Conditions for This Request for Bid # ACCS-2024-01.
- 3.15 ENG AV, Inc. acknowledges, agrees, and will comply with the Change in Vendor Representatives for This Request for Bid # ACCS-2024-01.

- 3.16 ENG AV, Inc. acknowledges, agrees, and will comply with the Equipment and Services Schedules for This Request for Bid # ACCS-2024-01.
- 3.17 ENG AV, Inc. acknowledges, agrees, and will comply with the Benefit of Cost Reduction for This Request for Bid # ACCS-2024-01.
- 3.18 ENG AV, Inc. acknowledges, agrees, and will comply with the Bid Terms for This Request for Bid # ACCS-2024-01.
- 3.19 ENG AV, Inc. acknowledges, agrees, and will comply with the Fiscal Funding for This Request for Bid # ACCS-2024-01.
- 3.20 ENG AV, Inc. acknowledges, agrees, and will comply with the Insurance for This Request for Bid # ACCS-2024-01.
- 3.21 ENG AV, Inc. acknowledges, agrees, and will comply with the New Products for This Request for Bid # ACCS-2024-01.

SPECIFICATIONS

3.22 Products and Services Delivery Overview

ENG AV, Inc. corporate office and warehouse is in Pelham, Alabama. ENG AV was incorporated in March 2005 providing nearly twenty years of quality audiovisual systems in the state of Alabama.

ENG AV, Inc. has extensive experience with projects in corporate and education facilities, specifically relating to gymnasiums, stadiums, auditoriums, classrooms, lecture halls, paging systems, theaters, conference rooms and multi-function rooms. We take pride in implementing easy-to-use electronic systems with an emphasis on customer service. We combine industry-standard technology with unparalleled engineering expertise to simplify the audio-video solutions provided.

ENG AV holds a General Contractors License in the state of Alabama and is an active member of AVIXA, which is the Audiovisual and Integrated Experience Association International trade association who represents the commercial audiovisual industry. We continue to educate our staff with the latest technological advancements and industry standards. We work hard to build lasting bonds with our clients based upon trust, commitment, and customer satisfaction. ENG AV has taken pride in maintaining a rating of A+ from the BBB (Better Business Bureau) for the past eighteen years.

For service or maintenance requests, clients may contact us directly at our corporate office 205-618-8324. Clients are also encouraged to email service@engav.com whenever they need our support. Whether the client contacts us by phone or through our service email address, a service ticket will be created via specialized software, which tracks the correspondence between ENG AV and our clients. Our goal is to respond to client requests the same business day and perform remote or onsite service within the next 24-48 hours depending upon the time of day and day of the week in which the request was received. Our technical support staff are available Monday through Friday 8:00-4:00 p.m.

We have trained staff to work with our manufacturers for technical support and warranty repair or replacement. Our staff is also capable of training client staff as needed to reduce unnecessary need for service. We provide service and maintenance contracts which may include remote monitoring at the request of the client based upon system and client needs. Remote monitoring allows our staff the ability to see, review, and solve problems preemptively for our clients. Additionally, remote programming allows problems to be resolved in a timely fashion.

ENG AV warrants all parts according to the original equipment manufacturer's warranty. All labor involved in an installation is warranted for a period of one year from the date of sufficient completion. If any part of the system equipment becomes defective, or if any repairs are required, ENG AV agrees to make all repairs and replacement of parts during the year labor warranty period without costs to the buyer, excluding shipping or any manufacturer repair costs. We work directly with manufacturers for our clients and utilize advance replacement or provide loaner equipment when available and necessary.



☆ Corporate Office / Warehouse – Pelham Alabama
Programmer / Engineer Staff (2)
Installers (4)
Management / Office (3)
Specialty subcontractors as needed

3.23 ENG AV, Inc. acknowledges, agrees, and will comply with the Reporting for This Request for Bid # ACCS-2024-01.

A sample report for equipment purchases would be:

ENG AV, Inc.		
Quarterly Usage Report		
Fourth Quarter		
October 2023 – December 2023		

UAB		\$150,000
Video Conferencing	\$80,000	
Multimedia Hardware	\$70,000	
TBD Community College		\$ 75,000
Audio Hardware	\$75,000	
GRAND TOTAL		\$225,000

3.24 Upon being selected as a vendor, ENG AV, Inc. acknowledges, agrees, and will comply with the Electronic Commerce for This Request for Bid # ACCS-2024-01. This will include the complete ESS and product specifications and options for Electronic Commerce.

3.25 ENG AV, Inc. acknowledges, agrees, and will comply with the Breadth of Offering for This Request for Bid # ACCS-2024-01.

ENG AV offers products or services in the following categories:

Monitors and Displays

Networking Equipment

Audio and Video Conferencing Equipment

Multimedia Hardware

VOIP/Unified Communications Solutions

Professional Services – ENG AV, INC. can provide professional services for design, engineering, programming, project management, installation, and integration services. Our field services include onsite troubleshooting, problem resolution, determining if repair or replacement is required with manufacturers for both in and out of warranty equipment. We additionally can provide or coordinate training efforts for equipment or integrated solutions.

3.26 ENG AV, Inc. acknowledges, agrees, and will comply with the Primary Account Representative for This Request for Bid # ACCS-2024-01.

The primary account representative for ENG AV, Inc. is Gary Boackle located at the ENG AV, Inc. headquarters, 231 Commerce Parkway, Pelham, Alabama 35124. He can be contacted at 205-618-8324.

3.27 ENG AV, Inc. acknowledges, agrees, and will comply with the References for This Request for Bid # ACCS-2024-01.

University of Alabama at Birmingham	
1802 6 th Ave South	
Birmingham, Alabama 35233	Contact:
	David Gillespie, Project Manager
Audio Visual Equipment & Installation	dgillespie@uabmc.edu
	(205)-996-0866

AGC – Alabama Associated General Contractors	
5000 Grantswood Road	
Irondale, Alabama 35210	Contact:
	Billy Norrell
Audio Visual Equipment & Installation	billyn@alagc.org
	(205)-451-1400

B.L. Harbert	
210 London Parkway	
Birmingham, Alabama 35211	Contact:
	Seth Dunsker
Audio Visual Equipment & Installation	sdunsker@blharbert.com
	(205)-902-2900

- 3.31 ENG AV, Inc. acknowledges, agrees, and will comply with the Scope of Work for This Request for Bid # ACCS-2024-01.
- 3.32 ENG AV, Inc. acknowledges, agrees, and will comply with the Title Passage for This Request for Bid # ACCS-2024-01.
- 3.33 ENG AV, Inc. acknowledges, agrees, and will comply with the Quantity Guarantee for This Request for Bid # ACCS-2024-01.
- 3.34 ENG AV, Inc. acknowledges, agrees, and will comply with the Order of Precedence for This Request for Bid # ACCS-2024-01.
- 3.35 ENG AV, Inc. acknowledges, agrees, and will comply with the Payment Provisions for This Request for Bid # ACCS-2024-01.
- 3.36 ENG AV, Inc. acknowledges, agrees, and will comply with the Shipment and Risk of Loss for This Request for Bid # ACCS-2024-01.
- 3.37 ENG AV, Inc. acknowledges, agrees, and will comply with the Warranties for This Request for Bid # ACCS-2024-01.
- 3.38 ENG AV, Inc. acknowledges, agrees, and will comply with the Price Guarantees for This Request for Bid # ACCS-2024-01.
- 3.39 ENG AV, Inc. acknowledges, agrees, and will comply with the Technical Support for This Request for Bid # ACCS-2024-01.
- 3.40 ENG AV, Inc. acknowledges, agrees, and will comply with the Product Delivery for This Request for Bid # ACCS-2024-01.
- 3.41 ENG AV, Inc. acknowledges, agrees, and will comply with the Impracticality of Performance for This Request for Bid # ACCS-2024-01.
- 3.42 ENG AV, Inc. acknowledges, agrees, and will comply with the Records and Audit for This Request for Bid # ACCS-2024-01.
- 3.43 ENG AV, Inc. acknowledges, agrees, and will comply with the Use of Subcontractors for This Request for Bid # ACCS-2024-01.
- 3.44 ENG AV, Inc. acknowledges, agrees, and will comply with the Indemnification for This Request for Bid # ACCS-2024-01.
- 3.45 ENG AV, Inc. acknowledges, agrees, and will comply with the Website Maintenance for This Request for Bid # ACCS-2024-01.
- 3.46 ENG AV, Inc. acknowledges, agrees, and will comply with the Ethics for This Request for Bid # ACCS-2024-01.

- 3.47 ENG AV, Inc. acknowledges, agrees, and will comply with the Replacement Parts for This Request for Bid # ACCS-2024-01.
- 3.48 ENG AV, Inc. acknowledges, agrees, and will comply with the FCC Certification for This Request for Bid # ACCS-2024-01.
- 3.49 ENG AV, Inc. acknowledges, agrees, and will comply with the Site Preparation for This Request for Bid # ACCS-2024-01.
- 3.50 ENG AV, Inc. acknowledges, agrees, and will comply with the Assignment for This Request for Bid # ACCS-2024-01.
- 3.51 ENG AV, Inc. acknowledges, agrees, and will comply with the Survival for This Request for Bid # ACCS-2024-01.
- 3.52 ENG AV, Inc. acknowledges, agrees, and will comply with the Lease Agreements for This Request for Bid # ACCS-2024-01.
- 3.53 ENG AV, Inc. acknowledges, agrees, and will comply with the Vendor Disclosure Statement for This Request for Bid # ACCS-2024-01.

BID FORMAT AND ORGANIZATION

- 4.1 ENG AV, Inc. acknowledges, agrees, and will comply with the Bid Format for This Request for Bid # ACCS-2024-01.
 - 4.1.1 ENG AV, Inc. acknowledges, agrees, and will comply with the Bid Organization for This Request for Bid # ACCS-2024-01.
 - 4.1.2 ENG AV, Inc. acknowledges, agrees, and will comply with the Letter of Transmittal for This Request for Bid # ACCS-2024-01.
 - 4.1.3 ENG AV, Inc. acknowledges, agrees, and will comply with the Financial Documentation for This Request for Bid # ACCS-2024-01.

EVALUATION

- 5.1 ENG AV, Inc. acknowledges, agrees, and will comply with the Evaluation Process for This Request for Bid # ACCS-2024-01.

APPENDICES

- 6.1 ENG AV, Inc. acknowledges, agrees, and will comply with Appendix A – Alabama Community College System Inst. and Other Participants for This Request for Bid # ACCS-2024-01.
- 6.2 ENG AV, Inc. acknowledges, agrees, and will comply with Appendix B – Example Map for This Request for Bid # ACCS-2024-01.



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- 6.3 ENG AV, Inc. acknowledges, agrees, and will comply with Appendix C – Example Required Usage Report for This Request for Bid # ACCS-2024-01.
- 6.4 ENG AV, Inc. acknowledges, agrees, and will comply with Appendix D – Vendor Disclosure, Immigration Comp and Financial Forms for This Request for Bid # ACCS-2024-01.
- 6.5 ENG AV, Inc. acknowledges, agrees, and will comply with Appendix E – Evaluation Submission Form for This Request for Bid # ACCS-2024-01.

RESELLER AUTHORIZATION LETTERS INCLUDING ISO 9001 CERTIFICATES

USB with vendor products and ESS pricing

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Tab B:	Barco Clickshare
Tab C:	Biamp
Tab D:	Chauvet Pro
Tab E:	Crestron
Tab F:	Danley Sound Labs
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