



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-2024-01

Due February 9, 2024
Opening February 12, 2024

Presented By

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

TAB A

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

Letter of Transmittal

Date: February 9, 2024

To: Alabama Community College System
Joint Purchasing Agreement

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

Subject: #ACCS-2024-01

This letter is to confirm that Power Productions Inc. is officially submitting a response to RFB #ACCS-2024-01, with the proposal due by 2/9/2024, opening on 2/24/24.

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

Vendor Name: Power Productions Inc. Date: February 7, 2024

Website Address: www.powerproductions.tv, www.poweravsales.com/JPA

	Name(s)	Phone Number(s)	E-Mail Address(s)
Primary Contract Executive(s)	John Mashburn	251-625-2801	Powerproductions@mchsi.com
Senior Account/Sales Manager(s) (by region if necessary)	Russell Laird	251-625-2801	russ@powerproductions.tv
Account/Sales Manager(s) (by region if necessary)			
Technical Support	either		

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
Availability of Technical Support	Response	7
Problem Resolution	Response	2-3
Customer Satisfaction	Response	2-4
Value Added Services	Response	2-5
Reporting	Response	4
Electronic Commerce	Response	4
Breadth of Offering	Response	4-5
Primary Account Representative	Response	5
References	Response	6
Pricing Level and Guarantee	Response	7

TAB C

**ACCS-2024-01
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B. Evaluation Submission Form

C. Table of Contents

E. Response to General Requirements and Specifications

E1. ISO 9001 Certificates

Atlona

Barco

Legrand (Chief, DaLite, Middle Atlantic, Vaddio)

Delta (Digital Projection, Vivitek)

Epson

Kramer

Newline

Optoma

QSC

Yamaha

E2. Equipment and Services Schedule

TAB E

Response to General Requirements and Specifications ACCS-2024-01

- 1.1 Power Productions Inc. acknowledges, agrees, and will comply.
- 1.2 Power Productions Inc. acknowledges, agrees, and will comply.
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Product and Services Delivery Overview

Power Productions Inc. was awarded a JPA contract two years ago, and has handled sales and installation of multiple purchase orders over these two years, with total sales roughly \$200,000, working closely with Leslie Douglas, the Executive Director of Technology Services for Coastal Alabama and Buddy Brock who works directly under her. If we get this award we would like to establish relationships with some of the other schools that are close to our area, including Bishop, LBW, GCW and Reid State. I feel we can provide these with the same service we have provided for Coastal these past two years.

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 along with conferencing audio and video. Our contracts with Coastal the past two years include classroom projection and large auditorium projection and screens.

Power Productions Inc. is a fairly small shop, with two 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. Leslie and Buddy have encouraged us to pursue this RFB, as they enjoy the convenience of working with a company that is in their geographic area and is responsive to their needs.

There was one instance where a screen was rejected because it appeared to have been damaged in shipping, and we were able to get that replaced for them in a timely matter. Other than that instance, they have had no issues with either the equipment or the installation that we provided.

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 4 technicians available to handle installations, programming, design and fulfillment statewide.

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

As an example, here is our report for the 3rd quarter of '23.

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

**Quarterly Usage Report
3rd Quarter 2023
September 1 – November 30, '23
ACCSITJPA-2022-0037
December 15, '23**

Client	Price	Total
Coastal Alabama CC Bay Minette		\$15,518.40
Multimedia Hardware	\$10,118.40	
Installation	\$1000.00	
Programming	\$4400.00	
GRAND TOTAL		\$15,518.40

Should we get awarded this year, I will change the quarterly reporting from March – May to just March for the 1st quarter to align this quarterly reporting with all other quarterly reports. This will make it easier for me to do all quarterly reporting at the same time.

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

Our website for this is

www.poweravsales.com/JPA

Our offer on the previous JPA had some pricing that was below manufacturer's Minimum Advertised Price, so we were unable to show those on the website due to our agreement with the manufacturers. We have adjusted pricing on our offer this year to allow us to put all of our products on there, and will begin updating it upon award of contract.

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 projection and BYOD sharing
Chief – Multimedia mounts and stands
DaLite – Multimedia screens
Digital Projection – Multimedia projection
Epson - Multimedia
Kramer –Multimedia
Kramer VIA – BYOD sharing
Middle Atlantic – Conferencing and Multimedia
Newline – Multimedia Displays
Optoma – Multimedia Displays and projection
QSC – Multimedia audio
Vaddio – Multimedia cameras
Vivitek – Multimedia projection
Yamaha – Conferencing and Multimedia

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

We have provided installation services that include all of these brands, and are confident in our ability to provide the needed equipment and installation for the duration of this contract.

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

Primary Account Representative:

John Mashburn, VP

251-625-2801

john@powerproductions.tv

Marketing Supervisor:

Russell Laird, President

251-625-2801

russ@powerproductions.tv

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

References

MSgt. Christopher Marks
National Guard, 154th RTI
3500 C Avenue, Camp Shelby MS 39407
Office 228-214-6069
christopher.marks.2@us.af.mil
Just finished 8 classrooms and an auditorium with over 20 displays including Optoma 86" touchscreen on our offer sheet.

Buddy Brock
Coastal Alabama Community College
1900 Hwy. 31 S.
Bay Minette, AL 36507
Buddy.Brock@coastalalabama.edu
251-580-2126
AV installation support for many years, including the past two on our current JPA.

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

Drew Ray
Coastal Church
11101 County Road 64
Daphne, AL 36526
drewrayproductions@gmail.com
251-404-1718
AV for church campus including multiple LED screens

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

- 3.46 Power Productions Inc. acknowledges, agrees, and will comply.
- 3.47 Power Productions Inc. acknowledges, agrees, and will comply.
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- 3.52 Power Productions Inc. acknowledges, agrees, and will comply.
- 3.53 Power Productions Inc. acknowledges, agrees, and will comply.

Bid Format and Organization

- 4.1 Power Productions Inc. acknowledges, agrees, and will comply.
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 - 4.1.3 Power Productions Inc. acknowledges, agrees, and will comply.

Evaluation Process

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

TAB E.1