

Florida Buy State Cooperative Purchasing Agency

RFP #21-29

Scoreboard, Marquees, Digital Signage, Related Products and Services



i2 Visual, Inc.

1606 Benchmark Ave.

Fort Myers, FL 33905

Phone: (239) 687-3223

Email: Sales@i2Visual.com

Contact: John Hose

NARRATIVE

i2 Visual, Inc. was formed in 2011 by two industry professionals, Richard Roberts and John Hose, with combined experience of over 70 years in the signage and sports scoring industries. Both founders are Digital Signage Certified Experts (DSCE) and John is a LEED AP (Leadership in Energy and Environmental Design Accredited Professional) and a Florida State Certified Electrical Sign Contractor.

The company has sold, installed and serviced over 600 Scoreboards, Marquees, Digital Signs, Jumbotrons, Video Displays, and Related Products and Services over the past 10 years.

The company focuses heavily on the K-12 Educational market but also has vast experience in state, county and local government work, healthcare and non-profit industries, as well as the petroleum and retail industries.

The company is authorized to sell, install and service electronic signs and scoreboards from most major manufacturers including but not limited to:

- Daktronics
- Watchfire
- Optec
- Electromatic
- OES
- Nevco
- Fairplay
- ScoreVision

i2 Visual is well equipped to handle projects of any size, anywhere in Florida. They maintain a 20,000 square foot manufacturing and distribution facility, a fleet of over 25 service and installation trucks, 30 skilled technicians located strategically throughout the state, and a highly skilled project management team.

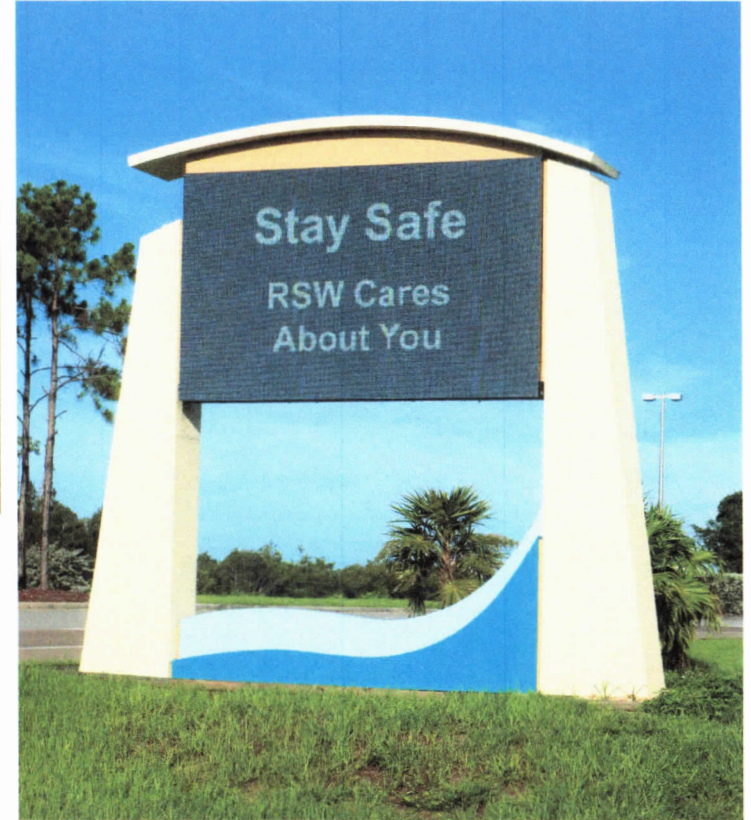
I2 Visual offers a turnkey solution including consultation, sales, engineering, permitting, custom fabricating, installation, and service all conducted by in house personnel.



LED ELECTRONIC SIGNAGE

i2 Visual works closely with the leading electronic display manufacturers and can provide powerful color electronic signage for any application. They will help you find the best product and placement, design, permit and install the footings / structure and connect the electric. Making the process easy for you.

sales@i2visual.com
239-687-3223





DIGITAL SCOREBOARDS

i2 Visual work's closely with the leading electronic and scoreboard display manufacturers and can provide powerful color electronic scoreboard displays, both interior gymnasium's and exterior field sports for any application. They will help you find the best product and placement, design, permit and install the footings / structure and connect the electric. Making the process easy for you.

sales@i2visual.com
239-687-3223





Ron DeSantis, Governor

Halsey Beshears, Secretary



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

ELECTRICAL CONTRACTORS LICENSING BOARD

THE SPECIALTY ELECTRICAL CONTRACTOR HEREIN IS CERTIFIED UNDER THE
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES

AS A SIGN ELECTRICAL SPECIALIST

HOSE, JOHN FREDERICK

12 VISUAL INC
5760 ZIP DRIVE
FORT MYERS FL 33905

LICENSE NUMBER: ES0000361

EXPIRATION DATE: AUGUST 31, 2022

Always verify licenses online at MyFloridaLicense.com



Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.



This certifies that through the completion of the
Digital Signage Experts Group Certification Program

John Hose

has demonstrated an understanding of
the fundamental areas of digital signage,
and has been awarded the designation Digital Signage Certified Expert

Certificate Issued on: Monday 1st of December 2014

Certified By:

Alan C. Brawn

Alan C. Brawn, CTS, ISF, ISF-C, DSCE
Director

Jonathan Brawn

Jonathan Brawn, CTS, ISF, ISF-C, DSCE
Director



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
09/21/2021

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION** IS **WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

| PRODUCER Herndon Carr & Company 10501 Six Mile Cypress Pkwy. Suite 101 Fort Myers FL 33966-6400 | CONTACT NAME: Diana Thompson PHONE (A/C, No, Ext): (239) 939-1996 E-MAIL ADDRESS: diana@herndoncarr.com FAX (A/C, No): (239) 275-0277 | | | | | | | | | | | | | | | | | | | | | |
|---|---|-------------------------------|--|--------|------------|-----------------------------|--|------------|--------------------------------|-------|------------|---------------------------------------|--|------------|--|--|------------|--|--|------------|--|--|
| INSURED i2 Visual, Inc. 1606 Benchmark Avenue Fort Myers FL 33905 | <table border="1"><thead><tr><th colspan="2">INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr></thead><tbody><tr><td>INSURER A:</td><td>Greenwich Insurance Company</td><td></td></tr><tr><td>INSURER B:</td><td>XL Specialty Insurance Company</td><td>37885</td></tr><tr><td>INSURER C:</td><td>American Interstate Insurance Company</td><td></td></tr><tr><td>INSURER D:</td><td></td><td></td></tr><tr><td>INSURER E:</td><td></td><td></td></tr><tr><td>INSURER F:</td><td></td><td></td></tr></tbody></table> | INSURER(S) AFFORDING COVERAGE | | NAIC # | INSURER A: | Greenwich Insurance Company | | INSURER B: | XL Specialty Insurance Company | 37885 | INSURER C: | American Interstate Insurance Company | | INSURER D: | | | INSURER E: | | | INSURER F: | | |
| INSURER(S) AFFORDING COVERAGE | | NAIC # | | | | | | | | | | | | | | | | | | | | |
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| INSURER B: | XL Specialty Insurance Company | 37885 | | | | | | | | | | | | | | | | | | | | |
| INSURER C: | American Interstate Insurance Company | | | | | | | | | | | | | | | | | | | | | |
| INSURER D: | | | | | | | | | | | | | | | | | | | | | | |
| INSURER E: | | | | | | | | | | | | | | | | | | | | | | |
| INSURER F: | | | | | | | | | | | | | | | | | | | | | | |

COVERAGES **CERTIFICATE NUMBER:** CL2142905636 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

| INSR LTR | TYPE OF INSURANCE | ADDL INSD | SUBR WVD | POLICY NUMBER | POLICY EFF (MM/DD/YYYY) | POLICY EXP (MM/DD/YYYY) | LIMITS |
|----------|---|-----------|--|------------------|-------------------------|-------------------------|--|
| A | <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER: | | | NGL-1003112-01 | 03/20/2021 | 03/20/2022 | EACH OCCURRENCE \$ 1,000,000 |
| | | | DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 | | | | |
| | | | MED EXP (Any one person) \$ 5,000 | | | | |
| | | | PERSONAL & ADV INJURY \$ 1,000,000 | | | | |
| B | <input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY | | | NBA-1003111-01 | 03/20/2021 | 03/20/2022 | COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 |
| | | | BODILY INJURY (Per person) \$ | | | | |
| | | | BODILY INJURY (Per accident) \$ | | | | |
| | | | PROPERTY DAMAGE (Per accident) \$ | | | | |
| A | <input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0 | | | NEC-6006067-01 | 03/20/2021 | 03/20/2022 | Uninsured motorist \$ 1,000,000 |
| | | | EACH OCCURRENCE \$ 5,000,000 | | | | |
| | | | AGGREGATE \$ 5,000,000 | | | | |
| | | | \$ | | | | |
| C | <input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y/N <input checked="" type="checkbox"/> Y <input type="checkbox"/> N | | N/A | AVWCFL2796532021 | 05/09/2021 | 05/09/2022 | <input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER |
| | | | E.L. EACH ACCIDENT \$ 1,000,000 | | | | |
| | | | E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 | | | | |
| | | | E.L. DISEASE - POLICY LIMIT \$ 1,000,000 | | | | |

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION

Panhandle Area Educational Consortium
753 West Blvd.

Chipley

FL 32428

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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- E. New products may be added at the established discounts. Discontinued products may be removed from the catalog.
- F. Discounts shall be submitted in the form of a single firm-fixed percentage discount to be deducted from the current preprinted catalog, electronic catalog, or manufacturer prices and shall include all delivery, freight, unloading and/or shipping and handling costs to the ordering location unless otherwise noted on the bid. Only Manufacturer's issued price lists will be accepted. The discount offered, shall be higher than 0% for all components except shipping. Shipping cost shall not exceed the actual cost.
- G. Even though catalog prices may change throughout the year, the percentage discount shall remain firm for the entire contract period. The single fixed percentage discount for the awarded vendor shall apply to the catalog price list of all catalog items. The awarded vendors are free to offer greater discounts for individual transactions and offer better discounts throughout the term of the awarded contract.

Section-6 - Specifications

- A. The Respondent shall check either the "Comply" or "Deviate" box for each specification item. **All deviations shall be noted and explained on the attached form entitled "Deviations" at the end of this solicitation package to be considered. (See Attachment 11: Deviations from Section 6)**

| Item | Description | Comply | Deviate |
|------|---|--------|---------|
| A.1 | The Respondent can offer a catalog of scoreboards, digital signage, jumbotrons, marquees, and video displays with related technology integration, other relevant products, installation, supplies, and services. | X | |
| A.2 | The Respondent can offer message center displays, ribbon displays, transportation displays, scorer's tables, controllers, and timing systems for both indoor and outdoor applications. | X | |
| A.3 | The Respondent can offer a complete catalog of all the services described above in Section A.1 and A.2. | X | |
| A.4 | The Respondent is a manufacturer or a manufacturer's authorized sales and service dealer for all proposed products. An authorized sales and service dealer is defined in this solicitation as one purchasing their products for resell directly from the manufacturer(s) or the manufacturer's approved channels. Products that result from new authorized sales and service dealer arrangements between the Respondent and the manufacturer during the term of this contract may be added and offered through the Florida Buy State Cooperative Purchasing contract. | X | |
| A.5 | Products and Services can be provided for all 67 districts in Public Sector Agencies in Florida and beyond. | X | |

| Item | Description | Comply | Deviate |
|------|--|--------|---------|
| A.6 | The Respondent will provide all hardware necessary to complete the installation, furnish all subsequent equipment, resolve all problems during installation of the infrastructure and provide related design build technology integration. | X | |
| A.7 | If the Respondent makes an error in pricing (typographical or photographic error, for example), the Buyer reserves the right to return the product. The Respondent agrees to pay for cost of any returned product due to a pricing error. | X | |
| A.8 | The Respondent shall provide a Safety Data Sheet (SDS) for all items sold, if required. A separate sheet shall be provided for each individual item when purchase is made. | X | |
| A.9 | The Respondent shall maintain a toll-free support line open during regular business hours Monday through Friday. | X | |

Section 7- General Conditions

- A. **Respondent agrees to provide a spreadsheet containing all the items under contract, when requested, with up-to-date pricing for verification of current published list price.**
- B. The successful Respondent shall be responsible for providing all necessary personnel, materials, equipment, supervision, insurance, and services, as outlined to accomplish the work in accordance with the specifications contained in this RFP.
- C. By submission of this proposal, the Respondent certifies the following:
1. The prices in this RFP have been arrived at independently, without consultation, collusion, communication, or agreement for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor.
 2. Unless otherwise required by law, the prices which have been quoted in this RFP have not been knowingly disclosed by the Respondent and will not knowingly be disclosed by the Respondent prior to opening, directly or indirectly to any other Respondent or to any competitor.
 3. No attempt has been made or shall be made by the Respondent to induce any other person or bidder to submit or not to submit a proposal for the purpose of restricting competition.
 4. As required by state or local law, Respondent shall, at the receipt of a Buyer purchase order, furnish the Buyer on whose behalf the purchase order is issued, a corporate surety bond in the full amount of the purchase order for the faithful performance of the contract, as conditioned below. The surety shall be authorized to do business in the State of Florida and be satisfactory to Buyer. Each bond shall be in the form required by the State of Florida.

Attachments

Attachment 1
Florida Buy State Cooperative Purchasing Agency
PROPOSAL CHECKLIST

The following items/submittals are required to be qualified as a Respondent to the RFP. The Respondent shall submit an electronic version (flash drive) of their proposal as well as one (1) original copy, and three (3) copies by the due date and time listed in the RFP by standard mail (USPS, FedEx, UPS, or in person). Written submissions shall follow the format listed in the RFP which is 12-point Times New Roman font. **Submission made via email will be rejected.**

Please review the checklist and indicate WITH A MARK (✓) that all the required documents have been included with your submission.

Your proposal should include the following:

- ☒ **NARRATIVE:** The Narrative should outline capabilities, experience in providing scoreboards, marquees, digital signage, related products, and services with complete information relative to and addressing the scope and specifications.
- ☒ Information regarding current licenses, registrations and certifications issued by federal, state, and local agencies.
- ☐ X Liability and Worker's Compensation Certificates
- ☒ Description of which regions (state and national) your company can service.
- ☒ Attachment 1- Proposal Checklist
- ☒ Attachment 2- Quality Requirement Form
- ☒ Attachment 3- Reference Sheet
- ☒ Attachment 4- Membership Acknowledgement Form
- ☒ Attachment 5- Pricing Sheet
- ☒ Attachment 6- Questionnaire
- ☒ Attachment 7- Contract Offer and Award
- ☒ Attachment 9- Signed Non-Collusion Affidavit
- ☒ Attachment 10- Signed EDGAR form
- ☒ Attachment 11-Deviations from Section 6 (Specifications)
- ☒ Attachment 12-Company Information Sheet

Attachment 2
Florida Buy State Cooperative Purchasing Agency
QUALITY REQUIREMENT FORM

Quality Requirements, or basic business requirements, are the minimum set of standards that an entity must meet and certify to be considered responsible and responsive. The completed Quality Requirement form **MUST** be submitted with your response.

| Quality Requirements | | Yes | No |
|----------------------|--|-----|----|
| 1 | Minimum of 5 years of experience in providing multiple options for Scoreboard, Marquees, Digital Signage, Related Products and Services. | X | |
| 2 | References have been provided. | X | |
| 3 | Certificates of Insurance (Liability, Workers Compensation, Auto) | X | |
| 4 | Certifications to perform the work outlined in the Scope and Specifications | X | |

Attachment 3
Florida Buy State Cooperative Purchasing Agency
REFERENCE FORM

Respondent: i2 Visual, Inc.

Provide references from no less than three (3) schools, school districts, or other eligible entities.

Reference Lee County Schools Contact Joseph Edwards

5000 Orange Grove Blvd
Address: North Fort Myers, FL 33903 Phone 631-259-1261

Email: josephne@leeschools.net

Description and date(s) of services provided: _____

May 2021 - Sold and installed full video scoreboard (jumbotron) including running

250' of underground electrical and 1000' of fiber optic cable

Reference Valencia College Contact Joshua Austin

1800 S Kirkman Rd
Address: Orlando, FL 32811 Phone (407)-582-1486

Email: jaustin27@valenciacollege.edu

Description and date(s) of services provided: _____

Sold and installed 5 double sided electronic message centers at 3 different campuses

Reference OAK / Southwest Florida International Airport Contact Joshua Hatcher

11941 Fairway Lakes Dr
Address: Fort Myers, FL 33913 Phone 239-561-4141

Email: jhatcher@oakfl.com

Description and date(s) of services provided: Sold, Fabricated and installed 2 large

electronic signs and 4 radar feedback signs as part of Intelligent Transportation System

Attachment 4
Florida Buy State Cooperative Purchasing Agency
MEMBERSHIP ACKNOWLEDGEMENT FORM

I fully understand and agree that an award of the RFP requires participation in the Florida Buy State Cooperative Purchasing program and a 2% Administrative Fee for sales generated off this contract will be paid quarterly to the Panhandle Area Educational Consortium's Florida Buy State Cooperative Purchasing program, along with a sales report (a template of which will be provided by Florida Buy State Cooperative Purchasing) for contract management, marketing, and facilitation of this agreement. The fees will be based off the actual amount invoiced to the entity utilizing the contract and the 2% fee is not to be added to the invoice or otherwise passed to any entity choosing to use this agreement.

I fully understand that the award and contract are approved by a single governmental entity, the Washington County, Florida School District as PAEC's fiscal agent (and lead agency), and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, all other governmental entities and other entities contractually performing work on behalf of an eligible entity provided all state and local public procurement regulations are followed).

I also understand that the contract/agreement may be utilized for eligible entities outside of the state of Florida provided it is allowed under such state's procurement laws and under the same terms and conditions of this agreement.

Print Name John Hose

Signature 

Date 09-20-2021

Attachment 5
Florida Buy State Cooperative Purchasing Agency
RFP #21-29 Scoreboard, Marquees, Digital Signage, Related Products and Services
PRICING SHEET

General Comparison Worksheet

Please use this worksheet or compatible worksheet to list pricing proposals. It may be expanded to add other options/products. Individual items or categories may be used. **The worksheet can be substituted with an excel spreadsheet if the information is the same.** (This is for comparative analysis only).

| Company Name: i2 Visual, Inc. | | | | | |
|--------------------------------------|--|---------------------------------------|------------|----------------|---------------------|
| | Scoreboard, Marquees, Digital Signage, Related Products and Services | Labor (leave blank if not applicable) | List Price | Contract Price | Percentage Discount |
| A | 12' x 24' video scoreboard | \$20,000 | \$142,000 | \$120,000 | 15% |
| B | 3' x 8' double sided EMC | +\$3,000 | \$39,130 | \$34,780 | 12% |
| C | 55" LCD digital sign | +\$1800 | \$3500 | \$2800 | 20% |
| D. | 8' x 32' football scoreboard | +\$8,000 | \$35,000 | \$27,500 | 21% |
| E. | 6' x 10' basketball SB | +\$1800 | \$9500 | \$8500 | 11% |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

Attachment 6

Florida Buy State Cooperative Purchasing Agency

QUESTIONNAIRE

Instructions: Please complete the questionnaire below by placing your company's answers in the correlating response column.

| | |
|---|--|
| Responding Company's Name: | |
| Instructions: For those responding to the RFP, please respond to the questions below. | |
| Question | Response |
| 1. As you envision it, what is your company's role in the partnership with Florida Buy State Cooperative Purchasing? Please include sales and marketing strategies. | We market heavily to school districts particularly in Florida utilizing internet, direct sales, trade shows and marketing collateral |
| 2. Does your company have the capability to provide training on how to use the Cooperative Contract? | Yes |
| 3. Describe the warranties on your products. | 5 year, parts and labor |
| 4. Can your company provide services in all 67 counties in Florida and beyond? If no, please list counties served that can be served under this contract. | Yes |
| 5. Does your company offer online ordering? | Email ordering and online coming soon |
| 6. Does your company have regional sites around Florida and equipped for rapid response if desired by a customer? | Yes, we have our main office in Fort Myers and regional service centers in Panama City, Venice, Orlando and Jacksonville |
| 7. Please explain the process of responding to a work order. | Follow up with call and email quote |
| 8. What are your payment terms? | Net30 for most government agencies |
| 9. Does your company accept payment by procurement/credit card? If so, is the member assessed a fee for purchasing with a procurement/credit card? | Yes, no additional charge |
| 10. Does your company offer any prompt payment discounts? If so, please describe. | Yes 2% Net 10 |
| 11. Does your company require a minimum order? If so, what are your minimum order requirements? If the minimum is not met, what surcharge would you assess? | No minimum order |
| 12. Briefly explain your policy and the lead time required from a member placing an order to receipt of products/services. | Lead time varies on product but is typically 6-8 weeks |
| 13. Does your company assess fuel surcharges for responses? If so, what is the charge? | No, onsite labor only |

| | |
|---|---|
| 14. At times there are issues with service? Please describe your process for addressing these issues. | We have techs located throughout Florida and can normally disatch within a couple hours for emergencies |
| 15. State your company's process for handling dissatisfied customers. | Escalate to high level management |
| 16. State your company's process for introducing new products to the list of services you offer. | Promote through internet marketing and direct contact with existing customers |
| 17. Would your company consider a dedicated inside sales representative that would be familiar with the Florida Buy State Cooperative Purchasing contract/program and our membership, be empowered to handle situations as a regular sales account representative would, and be available for quick responses to member inquiries and questions? | Yes |
| 18. Would your company be willing to work with each of the Florida regions on sending/mailling out printed material to Cooperative members? | Yes |
| 19. Please describe what your company envisions as a 30-day roll-out and marketing plan. Do you believe your company has enough staff that will be dedicated to the Florida Buy State Cooperative Purchasing to ensure a successful roll-out in a timely, well communicated, responsive fashion? | Prepare and send marketing materials to all agencies involved, direct in person followup to all inquiries. Yes, we have a staff of 40 people with 10 that we can dedicate to these processess |
| 20. Please list the contracts your company currently holds that may compete directly with the Florida Buy State Cooperative Purchasing program and describe how you will position the Florida Buy State Cooperative Purchasing program versus other contracts. Will you lead with the Florida Buy State Cooperative Purchasing Contract, if awarded? Please answer yes or no. If other contracts are available, is the Florida Buy State Cooperative Purchasing pricing the same or lower than pricing offered under your existing contracts? If other contracts are available, please describe the process Florida Buy State | We have contracts with Lee County, Hillsborough County, and Orange County School Districts. Pricing is the same as offered through Florida Buy. Yes, we will lead with Florida Buy. |

| | |
|---|--|
| Cooperative Purchasing would need to take to transition a current purchaser who requests to utilize our program/contract instead of their current contract. | |
| <p>21. How would you educate your sales representatives on the strengths of our contract?</p> <p>Would sales representatives be willing to conduct on-site visits with cooperative staff to members to explain the benefits of the Florida Buy State Cooperative Purchasing Program?</p> | <p>We will educate through any means available and yes, sales staff is available for on site visits</p> |
| <p>22. Please describe your marketing plan to reach and connect with our members in Florida. Please note what touch points and connection those members have with sales representatives.</p> | <p>Internet marketing, email marketing, inside and outside sales. All active contracts are assigned a project manager.</p> |
| <p>23. List any additional stipulations and/or requirements your company requests that are not covered in the RFP.</p> | <p>None</p> |
| <p>24. Districts using Federal money for purchasing will require a DUNS number.</p> <p>Does your company have a DUNS number?</p> <p>If so, please provide the number. If not, are you willing to apply for one? https://fedgov.dnb.com/webform/</p> | <p>DUNS: 063057226 CAGE: 8NS20</p> |

Attachment 7
Florida Buy State Cooperative Purchasing Agency
RFP #21-29 Scoreboard, Marquees, Digital Signage, Related Products and Services
Contract Offer and Award

OFFER TO BE COMPLETED BY RESPONDENT

In compliance with the Request for Proposal, the undersigned warrants that I/we have examined the Instructions to Respondent's and Technical Specification and being familiar with all the conditions surrounding the proposed project, hereby offer and agree to furnish all products and professional services in compliance with all terms, conditions, specifications and amendments in this solicitation and any written exceptions in the offer. Signature also certifies understanding and compliance of this proposal.

The undersigned understands that his/her competence and responsibility and that of his/her proposed subcontractors, time of completion, as well as other factors of interest to the Florida Buy State Cooperative Purchasing as stated in the evaluation section, will be a consideration in making the award.

This contract binds said vendor to all terms and conditions stated in the proposal and the award will be activated on the date signed by the Lead Agency of the Florida Buy State Cooperative Purchasing Program.

Company Name: i2 Visual, Inc.

Address 1606 Benchmark Ave. Phone Number 239-687-3223

City: Fort Myers State: Florida Zip: 33905

Contract Contact Person: John Hose Email: john.hose@i2visual.com

Authorized Signature:  Date: 09-20-2021

ACCEPTANCE OF OFFER AND CONTRACT AWARD TO BE COMPLETED ONLY BY THE
LEAD AGENCY OF PAEC FLORIDA BUY STATE COOPERATIVE PURCHASING

Your RFP for contracting services is hereby accepted by the PAEC fiscal agent and District of Record, the Washington County Florida School Board on _____. As Offeror, you are now bound to sell the materials and services listed by the attached RFP based upon the solicitation, including all terms, conditions, specifications, amendments as set forth in the Request for Proposal. The parties intend this contract to constitute the final and complete agreement between the Agency and Respondent, and no other agreements, oral or otherwise, regarding the subject matter of this contract, shall bind any of the parties hereto. No change or modification of this contract shall be valid unless it shall be in writing and signed by both parties to this contract. If any provision of this contract is deemed invalid or illegal by any appropriate court of law, the remained of this contract shall not be affected thereby. The term of the agreement will be for 3 years with the option to renew for two additional 12-month terms. After the first 12 months, the contract may be cancelled by either party upon receipt of a 30-day notice provided all client obligations created under the contract have been satisfied.

Awarding Agency: PAEC fiscal agent and District of Record, the Washington County Florida School Board

Agency Executive: Herbert J. Taylor, Superintendent: Signature _____ Date _____

Agency Executive: John T. Selover, Executive Director, PAEC: Signature _____ Date _____

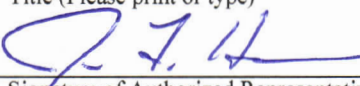
PAEC BD _____
WCSB _____

Attachment 9
Florida Buy State Cooperative Purchasing Agency
AFFIDAVIT OF NON-COLLUSION

Instructions: This form must be signed by the business's authorized representative and notarized below

The undersigned, is duly authorized to represent the persons, business and corporations joining and participating in the submission of the foregoing Request for Proposal (RFP) (such persons, business and corporations hereinafter being referred to as the Respondent), being duly sworn, on his/her oath, states that to the best of his/her belief and knowledge no person, business or corporation, nor any person duly representing the same joining and participating in the submission of the foregoing bid, has directly or indirectly entered into any agreement or arrangement with any other respondents, or with any official of the **Florida Buy State Cooperative Purchasing Agency**, or any employee thereof, or any person, business or corporation under contract with **Florida Buy** whereby the respondent, in order to induce the acceptance of the foregoing RFP by the **Florida Buy State Cooperative Purchasing Agency**, has paid, or is to pay to any other respondent, or to any of the aforementioned persons, anything of value whatever, and that the bidder has not, directly nor indirectly entered into any arrangement, or agreement, with any other respondent/s which tends to or does lessen or destroy free competition in the letting of the contract sought for by the foregoing RFP .

1. This is to certify that the respondent, or any person on his/her behalf, has not agreed, connived, or colluded to produce a deceptive show of competition in the manner of the bidding, or award of the referenced contract.
2. This is to certify that neither I, nor to the best of my knowledge, information and belief, the respondent, nor any officer, director, partner, member or associate of the respondent, nor any of its employees directly involved in obtaining contracts with **Florida Buy State Cooperative Purchasing**, or any subdivision of the state has been convicted of false pretenses, attempted false pretenses, or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985.
3. This is to certify that the respondent, or any person on his behalf has examined and understands the terms, conditions, scope of work and specifications, and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the RFP submittal.
4. This is to certify that if awarded a contract, the respondent will provide the equipment, commodities, and/or services to members and affiliate members of the Agency in accordance with the terms, conditions, scope of work and specifications and other documents of this solicitation in the following pages of this RFP.
5. This is to certify that the respondent is authorized by the manufacturer(s) to sell all proposed products on a statewide basis.
6. This is to certify that we have completed, reviewed, approved, and have included all information that is required of these RFP forms.

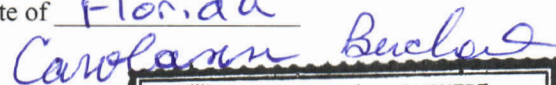
| | |
|---|----------------------|
| John Hose | 1606 Benchmark Ave. |
| Authorized Representative (Please print or type) | Mailing Address |
| President | Fort Myers, FL 33905 |
| Title (Please print or type) | City, State, Zip |
|  | 09-20-2021 |
| Signature of Authorized Representative | Date |

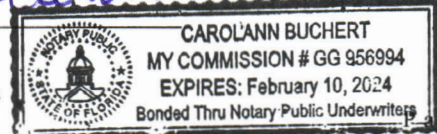
Subscribed and sworn to before me this 21 day of September, 2021

Notary Public in and for County of Lee State of Florida

My Commission Expires on _____

Signature





Attachment 10
Florida Buy State Cooperative Purchasing Agency
Uniform Guidance "EDGAR" Certification 2 CFR Part 200

When a purchasing agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200, referred to as the "Uniform Guidance" or new "EDGAR". All vendors submitting proposals must complete this EDGAR Certification form regarding the vendor's willingness and ability to comply with certain requirements which may be applicable to specific agency purchases using federal grant funds.

For each of the items below, the Vendor will certify its agreement and ability to comply, where applicable, by having the vendor's authorized representative check and initial the applicable boxes and sign the acknowledgement at the end of this form. If a vendor fails to complete any item of this form, Florida Buy State Cooperative Purchasing will consider and may list the response, as the vendors is unable to comply. A "No" response to any of the items below may impact the ability of a purchasing agency to purchase from the vendor using federal funds.

1. Violation of Contract Terms and Conditions

Provisions regarding vendor default are included in Florida Buy State Cooperative Purchasing's terms and conditions. Any contract award will be subject to such terms and conditions, as well as any additional terms and conditions in any purchase order, ancillary agency contract, or construction contract agreed upon by the vendor and the purchasing agency, which must be consistent with and protect the purchasing agency at least to the same extent as Florida Buy State Cooperative Purchasing's terms and conditions. The remedies under the contract are in addition to any other remedies that may be available under law or in equity.

Yes, I agree X No, I disagree _____ Initials JFA

2. Termination for Cause of Convenience

For a participating agency purchase or contract in excess of \$10,000 made using federal funds, you agree that the following term and condition shall apply:

The participating agency may terminate or cancel any purchase order under this contract at any time, with or without cause, by providing seven (7) business days in advance written notice to the vendor. If this agreement is terminated in accordance with this paragraph, the participating agency shall only be required to pay vendor for goods and services delivered to the participating agency prior to the termination and not otherwise returned in accordance with the vendor's return policy. If the participating agency has paid the vendor for goods and services not year provided as the date of termination, vendor shall immediately refund such payment(s).

If an alternate provision for termination of a participating agency's purchase for cause and convenience, including the manner by which it will be affected and the basis for settlement, is in the participating agency's purchase order, ancillary agreement or construction contract agreed to by the vendor, the participating agency's provision shall control.

Yes, I agree X No, I disagree _____ Initials JFA

3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contract that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and vendor agrees that it shall comply with such provision.

Yes, I agree X No, I disagree Initials JFA

4. Davis Bacon Act

When required by Federal program legislation, vendor agrees that, for all participating agency construction contracts/purchases in excess of \$2,000, vendor shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specific in a wage determination made by the Secretary of Labor. In addition, vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the vendor is conditioned upon vendor's acceptance of wage determination.

Vendor further agrees that is shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each construction completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Yes, I agree X No, I disagree Initials JFA

5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency purchases in excess of \$100,000 that involve the employment of mechanics or laborers, vendor agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, vendor is required to compute the wages of every mechanic and laborer based on a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of the 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous. These requirements do not apply to the purchase of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Yes, I agree X No, I disagree Initials JFA

6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or sub recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experiments, developmental or research work under the "funding agreement," the recipient or sub recipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Yes, I agree X No, I disagree Initials JFA

7. Clean Air Act and Federal Water Pollution Control Act

Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended, contracts and sub grants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). When required, vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Yes, I agree X No, I disagree Initials JFA

8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689), a contract award (see 2 CFR 180.222) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p.

189) and 12689 (3 CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM exclusions contain the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor certifies that the vendor is not current listed and further agrees to immediately notify Florida Buy State Cooperative Purchasing and all participating agencies with pending purchases or seeking to purchase from the vendor if vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under stat statutory or regulatory authority other than Executive Order 12549.

Yes, I agree X No, I disagree Initials JFA

9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 USC 1352), vendors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that take place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.

Yes, I agree X No, I disagree Initials JFA

10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require confirming estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recover, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Yes, I agree X No, I disagree Initials JFA

11. Profit as a Separate Element of Price

For purchases using federal funds in excess of \$150,000, a participating agency may be required to negotiate profit as a separate element of the price. See 2 CFR 200.323(b). When required by a participating agency, vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, vendor agrees that the total price, including profit, charged by the vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under the vendors contract with Florida Buy State Cooperative Purchasing.

Yes, I agree X No, I disagree Initials JFA

12. General Compliance with Participating Agencies

In addition to the foregoing specific requirements, vendor agrees, in accepting any purchase order from a participating agency, it shall make a good faith effort to work with participating agency to provide such information and to satisfy requirements as may apply to a particular purchase or purchases including, but not limited to, applicable record keeping and record retention requirements.

Yes, I agree X No, I disagree Initials JFA

By signing below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

 i2 Visual, Inc.
Name of Company

 [Signature]
Signature of Authorized Personnel

 John Hose Date 09-20-2021
Printed Name

Attachment 11
Florida Buy State Cooperative Purchasing
DEVIATIONS FROM SECTION 6 (Specifications)

Please provide and explanation for items marked "Deviate" from the specifications table listed between A.1 and A.19 in Section 6.

Deviations

Instructions:

1. If "no" is marked with an "X" below, complete this form by signing it at the bottom.
2. If "yes" is marked with an "X" below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the responder's name and identifying information as to which item the response refers must appear on each page.
4. Deviations to local, state, or federal laws cannot be accepted under this RFP.

| | |
|---|---|
| X | No , this responder does not have deviations (exceptions or alternates) to the specifications listed between A.1 and A.19 in Section 6 |
| | Yes , this responder has the following deviations to the specifications listed between A.1 and A.19 in Section 6 |

| Specification (describe) | Details of Deviation |
|--------------------------|----------------------|
| | |
| | |
| | |
| | |
| | |
| | |
| | |

Signature:  Date: 09-20-2021

Attachment 12
Florida Buy State Cooperative Purchasing Agency
COMPANY INFORMATION

Please provide updated information for our Florida Buy website. Please include all information you would like to show up on the webpage for your contract. The more information you give the better.

| Company Information | |
|----------------------------|--|
| Name | i2 Visual, Inc. |
| Logo | (Weblink or send jpg as attachment) on USB drive |
| Homepage URL | i2visual.com |
| Company Email | sales@i2visual.com |
| Company Phone | 239-687-3223 |
| Company Fax | |
| Company Address | 1606 Benchmark Ave., Fort Myers, FL 33905 |
| Company Overview | Sales, permitting, and installation of digital signs and scoreboards |
| Contract Benefits | One stop shop includes permitting and installation |
| How to Order | Email sales@i2visual.com |
| FAQ | |
| Contact #1 | |
| Name | John Hose |
| Title | President |
| Phone | 239-209-6767 |
| Email | john.hose@i2visual.com |
| Contact #2 | |
| Name | Chelsea Hose |
| Title | Vice President |
| Phone | 239-464-9105 |
| Email | chelsea.hose@i2visual.com |
| Other information | |
| DUNS Number | 063057226 |