



Due Date: March 20, 2025

Response to: State of Alaska in collaboration
with NASPO ValuePoint

Request for Proposal: AV Equipment and Services

Solicitation Number 2025-0200-0044



Cost Proposal



Submitted By:

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Attachment I, Cost Proposal

Completed Attachment I, Cost Proposal. If proposing Award Category 1, Offeror will need to submit Cost Proposal and also the Minimum Discount Schedule (details found in Attachment C, Evaluation Plan and Attachment I, Cost Proposal). Offeror will need to submit both spreadsheets if proposing Award Categories 1 and 2;

Following this page, please find the completed Attachment I, Cost Proposal for Category 1.

Attachment I - Cost Proposal

RFP 2025-0200-0044

Category 1 - Full Line Catalog



Offeror Name: Converge Technology Solutions US, LLC

Read and review the complete RFP. This Cost Proposal is strictly for Offerors proposing costs for Category 1 - Full Line Catalog

There are 3 different AV product bundles that have been selected to represent a wide array of AV supplies and equipment. The Offeror shall provide all information requested.

- Product Category: Must correspond with the Offeror's Minimum Discount Schedule
- Product Name
- Product Manufacturer
- Manufacturer Model Number or SKU Number
- Offeror's Catalog Number/SKU: Enter the catalog number/SKU for the item
- Offeror's List Price: Enter the list price for the item
- Discount Percent Off List: Enter the single discount as a percentage off list price
- Final Price: Calculated final cost when discount is applied to list price
- Quantity: Pre-determined quantity for calculation of the bundle final price
- Cost: Calculated cost when final price and quantity are factored together
- Notes: any notes explaining any equivalent products

Value Add - on the fourth tab, please provide any added services, training and product support. Details can be found in Attachment B, Scope of Work, Category 1, Section M.
Any value added services will not be evaluated for award.

Offerors will also need to submit a Minimum Discount Schedule, please see Attachment I - Cost Proposal Instructions



Offeror Name: Converge Technology Solutions US, LLC

Projector in Conference Room

Desired Product or Equivalent	Product Category (must correspond with Offerors Discount Schedule)	Product Name	Product Manufacturer	Manufacturer Model Number/SKU	Offeror's Catalog Number	List Price	Discount % off List	Final Price	QTY	Cost	Notes
Sony Projector Widescreen LCD 4k capable, 1920 x 1200 full HD, greater than 7000 lumens.	Category 4	Projector	Sony	VPLFHZ85/B	VPLFHZ85/B	\$ 11,000.00	30.00%	\$ 7,700.00	1	\$ 7,700.00	
VIVIDSTORM PHANTOM Recessed In-Ceiling Motorized Tension UST ALR Projector screen	Category 4	Projector Screen	Vividstorm	VPCLUST100H	VPCLUST100H	\$ 1,530.00	30.00%	\$ 1,071.00	1	\$ 1,071.00	
AMX MU-3300 MUSE Automation Controller - 8 Serial, 8 Relays, 8 IR, 8 IO & ICS Lan	Category 2	Controller	AMX	MU-3300	MU-3300	\$ 2,990.00	30.00%	\$ 2,093.00	1	\$ 2,093.00	
NMX-DEC-N3232 Decoder, H.264 Compressed Video over IP Decoder, PoE, SFP, HDMI, USB for Record	Category 2	Decoder	AMX	NMX-DEC-N3232	NMX-DEC-N3232	\$ 1,275.00	30.00%	\$ 892.50	1	\$ 892.50	
AMX SVSI NMX-ENC-N3312D, AMX 4K60 H.26x/Dante AV-H & H.26x Dual-Stream Encoder	Category 2	Encoder	AMX	NMX-ENC-N3312D	NMX-ENC-N3312D	\$ 1,850.00	30.00%	\$ 1,295.00	1	\$ 1,295.00	
Sound System: JBL, 8" speaker	Category 1	Speaker	JBL	CONTROL 18C/T	CONTROL 18C/T	\$ 524.34	30.00%	\$ 367.04	6	\$ 2,202.23	
Sound System: JBL, 8" amplifiers	Category 1	Amplifier	JBL	NCSA280Z-U-US	NCSA280Z-U-US	\$ 828.19	30.00%	\$ 579.73	1	\$ 579.73	
Shure, cardioid gooseneck microphones. Shure model number: MX410	Category 1	Microphone	Shure	MX410LP/C	MX410LP/C	\$ 352.00	30.00%	\$ 246.40	8	\$ 1,971.20	
Shure, or approved equivalent, lavalier microphone. Shure model number: SM93	Category 1	Microphone	Shure	BLX14/CVL-H9	BLX14/CVL-H9	\$ 419.00	30.00%	\$ 293.30	8	\$ 2,346.40	
AVer, or approved equivalent, video camera which is PTZ, USB, HDMI, and RS232 pan/tilt/zoom. AVer product number: CAM530	Category 2	Video Camera	Aver	COMCAM550	COMCAM550	\$ 1,499.00	30.00%	\$ 1,049.30	1	\$ 1,049.30	

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RFP 2025-0200-0044
Category 1 - Full Line Catalog



Offeror Name: Converge Technology Solutions US, LLC

Media Room

Desired Product or Equivalent	Product Category (must correspond with Offerors Discount Schedule)	Product Name	Product Manufacturer	Manufacturer Model Number/SKU	Offeror's Catalog Number	List Price	Discount % off List	Final Price	QTY	Cost	Notes
25' HDMI Cable. Plenum-Rated Ultra HD 4k x 2K	Category 5	Cable	C2G	41191	41191	\$ 236.99	10.00%	\$ 213.29	3	\$ 639.87	
Samsung, or approved equivalent, monitor. 80" widescreen, LED, 4k capable, 1920x1200 full HD.	Category 4	Monitor - Samsung, 85" widescreen, LED, 4K 3840x2160, UHD	Samsung	BE85D-H	BE85D-H	\$ 2,500.00	30.00%	\$ 1,750.00	3	\$ 5,250.00	
Allen & Heath QU-32C 32 Channel Digital Mixer - Chrome Edition	Category 1	Mixer	Allen & Heath	AH-QU-32C	AH-QU-32C	\$ 3,999.99	30.00%	\$ 2,799.99	1	\$ 2,799.99	
Canon EOS Rebel T7 DSLR Camera	Category 3	Camera	Canon	2727C021	2727C021	\$ 975.00	10.00%	\$ 877.50	2	\$ 1,755.00	
Datavideo 4-Channel Streaming Encoder and Recorder with 256GB SSD	Category 2	Encoder / Recorder	Datavideo	NVS-40D	NVS-40D	\$ 1,999.00	30.00%	\$ 1,399.30	1	\$ 1,399.30	

Attachment I - Cost Proposal
RFP 2025-0200-0044
Category 1 - Full Line Catalog



Offeror Name: Converge Technology Solutions US, LLC

Smart Learning Room

Desired Product or Equivalent	Product Category (must correspond with Offerors Discount Schedule)	Product Name	Product Manufacturer	Manufacturer Model Number/SKU	Offeror's Catalog Number	List Price	Discount % off List	Final Price	QTY	Cost	Notes
Epson BrightLink 1480Fi 5000-Lumen Pixel-Shift Full HD Ultra-Short Throw 3LCD Interactive Laser Projector	Category 4	Projector	Epson	V11H921520	V11H921520	\$ 3,245.00	30.00%	\$ 2,271.50	1	\$ 2,271.50	
Sony PXW-Z90V 4K HDR XDCAM with Fast Hybrid AF	Category 2	Camcorder	Sony	PXW-Z90V	PXW-Z90V	\$ 2,799.99	30.00%	\$ 1,959.99	2	\$ 3,919.99	
Shure SLXD24D/SM58 Dual-Channel Digital Wireless Handheld Microphone System with SM58 Capsules (G58: 470 to 514 MHz)	Category 1	Microphone	Shure	SLXD24D/SN58-H55	SLXD24D/SN58-H55	\$ 1,739.00	30.00%	\$ 1,217.30	1	\$ 1,217.30	
Epson DC-30 Wireless Document Camera	Category 3	Camera	Epson	V12HB09020	V12HB09020	\$ 659.00	10.00%	\$ 593.10	1	\$ 593.10	
Sony UBP-X800M2 HDR UHD Wi-Fi Blu-ray Disc Player	Category 2	Disc Player	Sony	UBPX800M2	UBPX800M2	\$ 329.99	30.00%	\$ 230.99	1	\$ 230.99	
Bose L1 PR08 Portable Line Array Speaker System with Bluetooth	Category 1	Speaker	Bose	840919-1100	840919-1100	\$ 1,299.00	30.00%	\$ 909.30	2	\$ 1,818.60	

Attachment I - Cost Proposal
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Category 1 - Full Line Catalog



Offeror Name: Converge Technology Solutions US, LLC

Value-Add						
Item Number or Service	Product/Service Description	UOM	QTY per UOM	List Price	% Discount	Net Price
Design	Solution Design	ea	1	\$ -	100.00%	\$ -
Business Assessment	Business Assessment	ea	1	\$ -	100.00%	\$ -
AV Design	AV Design	ea	1	\$ -	100.00%	\$ -
PreSales Support	PreSales Support	ea	1	\$ -	100.00%	\$ -

[Add additional rows as needed.]