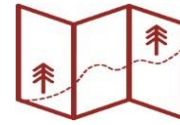


PORTFOLIO TITLE: [AV Equipment and Services](#)

LEAD STATE: Alaska

<u>OVERVIEW:</u> This portfolio offers two categories: Category 1: Full Line Catalog Category 2: Commercial AV Services	<u>INITIAL TERM:</u> November 6, 2025 to December 31, 2029 <u>RENEWALS:</u> Two 1-year renewals <u>TOTAL TERM POSSIBLE:</u> 6 Years (through 12/31/2031)
<u>MASTER AGREEMENT CATEGORIES:</u> <u>Category 1: Full Line Catalog</u> • Subcategory 1: Audio Equipment Audio mixers, recorders, digital screen processors, audio enhancers, amplifiers, speaker systems including portable speakers, stereo receivers/equalizers, radio receivers, public address systems including portable systems, intercom and paging systems, wireless microphone systems, audio recorder and/or playback devices, and sound masking • Subcategory 2: Video Equipment Video cameras and lenses, equipment for video conferencing, teleprompters, mixers/switches, video routing and distribution, video and or digital players/recorders, virtual or augmented reality devices, video editing systems. high-definition cameras (<u>non-security related</u>), blu-ray players/recorders, document cameras digital video storage devices, video on-demand servers. • Subcategory 3: Photographic Equipment Cameras, digital imaging and editing software, camera lenses & accessories, stand alone printers for digital camera printing only, SLR (small, medium & large format) and film holders, slide printers, digital memory cards, lighting and accessories. • Subcategory 4: Screens/Display/ and Projection Equipment All sizes of LED, OLED screens/monitors/TVs, projection screens including rear projection, motorized, tripod, portable & wall, video plasma displays, panels, interactive screens (whiteboards, displays, monitors, projectors), video projection systems, video presentation boards, projectors: LCD, DLP (digital light processing), overhead, and slide projection, digital signage systems, video wall systems, presentation devices, virtual reality and hologram systems. • Subcategory 5: Peripherals/Accessories Products in this category will include those used in relation with the above Product Categories 1-4 - audio video mobile carts, av mounting systems, podiums, lecterns, stands, equipment cases, racks and rack mounting equipment, test equipment, batteries, chargers, cables, connectors, adapters, multimedia consoles and control systems, switchers, routers, camera accessories: tripods, fluid heads, camera support equipment, av tables and desks, lighting. <u>Category 2: Commercial AV Services</u> Design, consultation, installation, and maintenance for solutions consisting of AV products and equipment.	

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SUPPLIERS AVAILABLE:

Supplier	Category 1: Full Line Catalog	Category 2: Commercial AV Services
B&H Photo Video	X	
Cochran, Inc		X
Conference Technologies Inc, dba CTI		X
Everon, LLC		X
Ford Audio-Video Systems, LLC		X
PC Specialists, Inc. dba Technology Integration Group	X	
Presidio Networked Solutions LLC		X
RTS Solutionz, Inc		X
SoundDecisions, LLC		X
Sufian Munir Inc. DBA Clary Business Machines	X	
The Chariot Group, Inc		X

KEY BENEFITS:

1. Guaranteed Discounts for all Purchasing Entities
2. Keep administrative costs low for purchasing entities as there is no need for solicitation
3. Free Shipping to all purchasing entities (including Alaska and Hawaii)
4. Obtain more favorable pricing by using Nationwide purchasing power in lieu of smaller individual State or local government entity purchasing power

PRICING:

Percentage discounts for each product category are set forth in the Master Agreement for each supplier. Customers may negotiate deeper discounts. See the current pricing on their NASPO ValuePoint website supplier page.

PROCUREMENT BACKGROUND:

In January 2024, the NASPO ValuePoint Executive Council approved conducting a solicitation, and the Sourcing Team completed the RFP process in the summer of 2025. In July 2026, the Sourcing Team was granted approval of the award by the NASPO ValuePoint Executive Council.

STATES ON SOURCING TEAM:

- ★ Alaska (Lead)
- ★ California



SOLICITATION INFORMATION:

Solicitation Type: Request for Proposal (RFP)

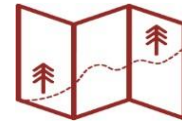
Solicitation Number: 2025-0200-0044

Date Released: November 15, 2024

Date Closed: March 20, 2025



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PUBLIC POSTING OF SOLICITATION:

Solicitation was publicly advertised by the State of Alaska

- Website Posted On: State of Alaska Online Public Notice Website
- Posting Link: [Audio Video Equipment & Supplies RFP Public Notice](#)
- Number of Days Solicitation was Publicly Posted: 126 days
- Number of Amendments Posted: 2



VENDOR RESPONSES:

- Number of supplier responses received: 18
- Number of responses not meeting Mandatory Minimum Requirements: 2
- Number of supplier responses evaluated: 16
- Number of suppliers awarded: 11

EVALUATIONS:

Responses were evaluated by the members of the Sourcing Team, and finalized on June 13, 2025.



EVALUATION CRITERIA:

Responses were evaluated based on the following Evaluation Criteria:

Category 1: Full Line Catalog

Stage 1: Initial Responsiveness
 Stage 2: Mandatory Minimum Requirements
 Stage 3: Technical Proposal Evaluation (400 points)
 Stage 4: Cost (600 points)

Category 2: Commercial AV Services

Stage 1: Initial Responsiveness
 Stage 2: Mandatory Minimum Requirements
 Stage 3: National Capabilities & Technical Proposal Evaluation (700 points)
 Stage 4: Cost (300 points)

AWARD:

The RFP allowed for multiple vendor awards. The Natural Break method was used to determine awards.

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