



State of Rhode Island, Department of Administration
Division of Purchases
One Capitol Hill
Providence, Rhode Island 02908
www.purchasing.ri.gov (401)574-8100

This solicitation has been awarded to the following vendor(s):

<u>Vendor Name</u>	<u>PO Number</u>
HB COMMUNICATIONS INC	3471984



Audio Visual Media Repairs – URI

BID NO. 7550667 OPENING DATE: 06/22/2016 at 11:00AM

Attachment B			HB Communications, Inc.		
			Vendors are to indicate hourly rates below		
0	Description of Service	QTY	UOM	Unit Price	Extended Price
For the period 7/1/16-6/30/17					
1	Hourly rate for <i>Scheduled</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that require prevailing wage rates for the above)	35	HRS	\$ 165 /hr	\$ 5,775
2	Hourly rate for <i>Emergency</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that require prevailing wage rates for the above)	5	HRS	\$ 175 /hr	\$ 875
3	Hourly rate for <i>Scheduled</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc.(Bid an hourly rate for services that do NOT require prevailing wage rates for the above; i.e. service to equipment only)	1	HRS	\$ 130 /hr	\$ 130
4	Hourly rate for <i>Emergency</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that do NOT require prevailing wage rates for the above; i.e. service to equipment only)	1	HRS	\$ 140 /hr	\$ 140
For the period 7/1/17-6/30/18					
5	Hourly rate for <i>Scheduled</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that require prevailing wage rates for the above)	35	HRS	\$ 165 /hr	\$ 5,775
6	Hourly rate for <i>Emergency</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that require prevailing wage rates for the above)	5	HRS	\$ 175 /hr	\$ 875

Attachment B			HB Communications, Inc.		
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0	Description of Service	QTY	UOM	Unit Price	Extended Price
7	Hourly rate for <i>Scheduled</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that do NOT require prevailing wage rates for the above; i.e. service to equipment only)	1	HRS	\$ 130 /hr	\$ 130
8	Hourly rate for <i>Emergency</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that do NOT require prevailing wage rates for the above; i.e. service to equipment only)	1	HRS	\$ 140 /hr	\$ 140
For the period 7/1/18-6/30/19					
9	Hourly rate for <i>Scheduled</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that require prevailing wage rates for the above)	35	HRS	\$ 173 /hr	\$ 6,055
10	Hourly rate for <i>Emergency</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that require prevailing wage rates for the above)	5	HRS	\$ 180 /hr	\$ 900
11	Hourly rate for <i>Scheduled</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that do NOT require prevailing wage rates for the above; i.e. service to equipment only)	1	HRS	\$ 136 /hr	\$ 136
12	Hourly rate for <i>Emergency</i> repair, to include installation of parts, securing or replacing equipment, alignment of projectors, providing copies of programming code, etc. (Bid an hourly rate for services that do NOT require prevailing wage rates for the above; i.e. service to equipment only)	1	HRS	\$ 144 /hr	\$ 144



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Attachment A			HB Communications, Inc.		
			 Authorized Dealer Yes / No	 Repair Vendor Yes / No	 Other Experience Yes / No
	Manufacturer	Equipment	Yes / No	Yes / No	Yes / No
1	Biamp*	Da Vinci Audio Control Software, Audia Digital Signal Processors, Nexia DSP	Yes	Yes	Yes
2	Bose	RoomMatch Speaker systems, PowerMatch amplifiers	Yes	Yes	Yes
3	Christie*	Projectors	Yes	Yes	Yes
4	Crestron*	Hardware/Software, Programming, Projection Control Systems, RoomView Remote Monitoring Software	Yes	Yes	Yes
5	Crown*	Power amplifiers	Yes	Yes	Yes
6	Dalite	Projection Screens	Yes	Yes	Yes
7	Draper	Projection Screens	Yes	Yes	Yes
8	Epson*	Projectors and projection systems	Yes	Yes	Yes
9	Ergotron	Mounting Arm for LCDs	Yes	Yes	Yes
10	Extron*	Switchers, Controllers, Audio Amplifiers	Yes	Yes	Yes
11	JBL	Speakers	Yes	Yes	Yes
12	Listen	Assisted Listening System	Yes	Yes	Yes
13	Mackie	Sound Boards	Yes	Yes	Yes
14	Middle Atlantic	Media Racks, Power Sequencers	Yes	Yes	Yes
15	Molex	Cable Terminations	Yes	Yes	Yes
16	NEC	Pro-grade Displays	Yes	Yes	Yes
17	Netgear	Routers/ Switchers	Yes	Yes	Yes
18	Panasonic	DVD, Mini-DVD, Monitors	Yes	Yes	Yes
19	PolyCom*	Teleconferencing Systems, Polycom Sound Structure DSP	Yes	Yes	Yes
20	Samsung	Flat Panel LCD Monitors	Yes	Yes	Yes
21	Sennheiser*	Microphone Systems	Yes	Yes	Yes
22	Shure*	Microphone Systems	Yes	Yes	Yes
23	Smart Technologies	SmartBoard Systems	Yes	Yes	Yes

Attachment A			 Authorized Dealer	 Repair Vendor	 Other Experience
	Manufacturer	Equipment	Yes / No	Yes / No	Yes / No
24	Sonic Shock Alarm	Anti-theft Devices	No	No	No
25	Sony	LCD Projector, DVD/BLURAY Players	Yes	Yes	Yes
26	Sympodium	Interactive Displays	Yes	Yes	Yes
27	Tandberg/Cisco	Video Conferencing System	Yes	Yes	Yes
28	Vaddio	Camera Tracking System	Yes	Yes	Yes
29	Wolfvision	Digital Document Cameras	Yes	Yes	Yes



State of Rhode Island
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DEPARTMENT OF ADMINISTRATION

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Attachment C

HB Communications, Inc.



Equipment Replacement

MSRP Discount

1 Biamp

25% Mark Up

2 Bose

25% Mark Up

3 Chief

25%

4 Christie

25%

5 Crestron

30%

6 Crown

30%

7 Dalite

20%

Attachment C		HB Communications, Inc.
		↓
	Equipment Replacement	MSRP Discount
8	Draper	25%
9	Epson	35
10	Ergotron	5%
11	Extron	25%
12	JBL	20%
13	Listen	18%
14	Lexicon	20% Mark Up
15	Mackie	20%
16	Middle Atlantic	35%
17	NEC	30%
18	Panasonic	5%

Attachment C		HB Communications, Inc.
		↓
	Equipment Replacement	MSRP Discount
19	Peerless	35%
20	PolyCom	20%
21	Samsung	15%
22	Sennheiser	20%
23	Shure	25%
24	Smart Technologies	25%
25	Sonic Shock Alarm	N/A
26	Sony	5%
27	Symposium	25%
28	Tandberg/Cisco	20%
29	Vaddio	20% Mark Up

Attachment C		HB Communications, Inc.
		
	Equipment Replacement	MSRP Discount
30	Wolfvision	20%