



June 11, 2026

TO: THE DISTRICT BOARD OF TRUSTEES OF VALENCIA COLLEGE

FROM: DR. KATHLEEN PLINSKE, PRESIDENT

RE: AWARD OF RFP 2026-26, CLASSROOM & CONFERENCE ROOM TECHNOLOGY SERVICES, COLLEGE-WIDE

On March 27, 2026, the College issued a Request for Proposal (RFP), RFP 2026-26 which sought to procure a turnkey college-wide hardware and service provider for the purchase, installation, support, repair, and servicing of all system components for classroom and conference room technology services. The amount spent annually will fluctuate, based on operational and academic needs, product availability, and cost increases due to inflation and other factors.

On May 4, 2026, ten (10) firms submitted proposals:

- AVI Systems Inc. DBA Forte
- Bluum USA Inc.
- Conference Technologies Inc
- Ford Audio Video Systems LLC
- Innovate Audio Visual Inc
- LMG Inc
- MCS of Tampa Inc
- NetPlanner Systems Inc
- Solotech Sales & Integration USA Inc
- Third Coast Technologies

A public evaluation meeting was held on May 12, 2026, to discuss and review the proposals. Six (6) committee members scored and ranked the proposals based on the following criteria: company qualifications, key personnel & management; experience, capabilities, & references; operating plan, support, & location of firm; completeness & responsiveness of submittal; price proposal schedule; and demonstrated capability to fulfill the scope of work and technical requirements.

Following full discussion and deliberation, the Evaluation Committee recommends selecting the highest ranked firm LMG, Inc. The College intends to award a contract for a three (3) year term with the option to renew for up to two (2) one (1) year periods or portions thereof, potentially up to a cumulative total of five (5) years.

RECOMMENDED ACTION:

The President recommends that the District Board of Trustees of Valencia College authorize the College to award RFP 2026-26 and engage LMG, Inc., for the purchase of products and services for the provision of Classroom and Conference Room Technology Services, College-Wide, at an annual spend averaging \$1,800,000 per year, as presented.



President