



December 7, 2016

**TO:** THE DISTRICT BOARD OF TRUSTEES  
OF VALENCIA COLLEGE

**FROM:** SANFORD C. SHUGART  
President

**RE:** AWARD OF RFQu #2017-11, AUDIOVISUAL SYSTEMS FOR EAST CAMPUS FILM,  
SOUND, AND MUSIC TECHNOLOGY BUILDING

The College was awarded federal funds in the amount of up to \$970,404 through a Perkins Grant to purchase certain audio visual equipment (AV System) as part of the Audiovisual System for the new Film, Sound, and Music Technology (FSMT) Building at East Campus. To maintain continuity in the project, the College's contractor, Skanska USA, developed the specifications for, and implemented on behalf of the College, the College's Request for Qualification process for the Audiovisual System, including that portion comprised of the Perkins grant equipment. The Perkins Grant requires strict adherence to the College's solicitation procedures, which Skanska properly observed. Skanska's goal was to contract with one supplier to provide for the decommissioning of existing equipment and integration of new equipment, resulting in a turn-key project.

On September 16, 2016, Skanska issued a Request for Qualification RFQu#2017-11, to pre-qualify audiovisual contractors. Seven contractors were shortlisted to participate in the bidding process: AVI-SPL, Electrosonic, LMG, ProSound, Spinitar, Techno Media, and Wartsila.

Skanska held a mandatory pre-bid conference on October 26, 2016 and received two bids in response to the solicitation on November 4, 2016: LMG and Techno Media.

After review of the bids, Skanska determined that the LMG submitted the lowest, most responsive bid for the audiovisual system. The bid totaled \$1,635,154. The portion directly related to the Perkins Grant equipment is \$922,088 and the remaining sum of \$713,066 will be expended from the FSMT Project budget. This request is for the approval of LMG's bid for the purchase of the Audiovisual System, including that portion of the equipment to be funded by the Perkins Grant Funds.

**RECOMMENDATION:**

The President recommends that the District Board of Trustees of Valencia College approve the award of the contract for the Audiovisual System for the Film, Sound and Music Technology Building to LMG in the amount of \$1,635,154, including \$922,088 for that portion of the equipment to be funded by the Perkins Grant Funds, subject to the negotiation of a mutually agreeable contract between Skanska and LMG.



President