



Audio Visual Products and Related Services

Executive Summary

Lead Agency: City of Tucson, AZ

RFP#: 230149

RFP Issued: April 10th, 2023

Preproposal Date: April 25th, 2023

Response Due Date: May 10th, 2023

Number of Responses: 12

Awarded to: Artisan Systems; Ford Audio Visual

Procurement Agent: Casey Adams

Project Description:

The City of Tucson issued RFP #230149 on April 10th, 2023, to establish a national cooperative contract for Audio Visual Products and Related Services. The City of Tucson maintains over 100 conference rooms geographically dispersed throughout City facilities in Tucson, Arizona. These conference rooms are used by City staff and public groups to hold in-person and hybrid meetings using video conferencing tools such as Microsoft Teams and Zoom. These rooms range in size from small collaboration spaces to large auditoriums. Each conference room contains different types of audio-visual (AV) technology. The purpose of the contract is to design and build a consistent meeting room AV experience throughout the City. The awarded supplier will work with the City to create AV packages for each type of conference room based on size. The contractor will also develop and deliver technical and end-user training programs, associated documentation, and provide a minimum of twice-annual inspection and preventative maintenance to keep these systems running with maximum effectiveness.

The solicitation included cooperative purchasing language in the Introduction and Special Terms and Conditions Sections:

National Contract This solicitation is a cooperative contract with Axia Coop LLC. The City of Tucson, as the Lead Procurement Agency, as defined in Attachment A, has partnered with Axia Coop LLC (“Axia Cooperative”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by Axia Cooperative) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through Axia Cooperative’s cooperative purchasing program. The City of Tucson is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with Axia Cooperative as a Participating Public Agency in Axia Cooperative’s cooperative purchasing program.

G.1. Cooperative Purchasing: Contractor will, when requested, provide goods and services at the same prices and under the same terms and conditions as set forth in this Contract to any public or nonprofit agency that is registered with Axia Cooperative or has a Cooperative

Purchasing Agreement with the City or participates in the Strategic Alliance for Volume Expenditures (SAVE) cooperative. Each participating agency that orders goods or services under this Contract as provided above is solely responsible for paying Contractor for those goods and services. The City is not responsible for any disputes arising out of transactions made by others.

Notice of the solicitation was publicly posted on the City of Tucson's website and emailed to all registered vendors who have indicated that email is their preferred delivery method. The solicitation was also advertised in the following:

- City of Tucson, AZ website
- Axia Cooperative website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- Daily Journal of Commerce, OR
- Deseret News, UT
- Seattle Daily Journal of Commerce, WA

Proposals were received from the following offerors:

- Action Technology Services
- Arizona Sound & Light
- Artisan Systems
- AV Innovations Inc.
- CCS Presentation Systems
- Conference Technologies
- ExhibitOne Corporation
- Ford Audio Video
- IES Communications, LLC
- Key Code Media
- OneScreen
- Western A/V

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee shortlisted six offerors and received best and final offers from each. The committee elected to enter negotiations with Artisan Systems and Ford Audio Visual. Upon successful completion of negotiations, the City awarded to **Artisan Systems** and **Ford Audio Visual** then executed the agreement with a contract effective date of August 17th, 2023. Justification for multiple awards include size of project and geographic contract coverage.

The contract includes:

A comprehensive offering of audio-visual products, services, training, and support.

Term:

The term of the Contract shall commence upon award and shall remain in effect for a period of three (3) years, unless terminated, canceled, or extended as otherwise provided. The City of Tucson shall have the right, at its sole option, to renew the Contract for four (2) additional one-year periods or portions thereof.

Pricing and Discount: Reference pricing responses at: <https://www.axiacoop.org/contracts/>

Axia Cooperative Landing Pages: <https://www.axiacoop.org/contracts/>