

Denelle Gonnerman  
Chief Financial Officer  
Cedar Falls Community School District  
1002 West First Street  
Cedar Falls, Iowa 50613

June 30, 2023

RE: Audio Visual Equipment Bid Results and Recommendation

Denelle:

INVISION assisted the school district in opening of bids for the audio-visual equipment procurement and installation scope of work on June 29, 2023 at 2pm. The district received 5 bids from contractors responding to 2 bid packages and 4 alternates. The alternates are as described:

Alternate No. 1: Collaborative studios. Add equipment for a more technology rich classroom with multiple monitors for enhanced collaboration among students and instructors.

Alternate No. 2: 2-year extended warranty

Alternate No. 3: 3-year extended warranty

Alternate No. 4: 4-year extended warranty

The apparent low bidder is Affinitech, located in Chanhassen, MN. Their bid was as follows:

	Submitted Bid	Acceptance
Bid Package 1	\$671,582.00	Y
Bid Package 2	\$1,041,376.00	Y
Alternate No. 1	\$42,609.00	Y
Alternate No. 2	\$25,000.00	N
Alternate No. 3	\$35,000.00	N
Alternate No. 4	\$45,000.00	Y
<b>Total</b>	<b>\$1,810,567.00</b>	

Affinitech's base bid for packages 1 and 2 total about 80% of our estimated costs that we have been holding in the overall project budget. I have contacted Jenn Ribar, Affinitech's Project Executive and she is confident in the submitted bid and has covered the requirements and scope of work outlined in the bidding documents. Attached is the bid tab results.

INVISION is recommending the school district approves the submitted bids for Bid Package 1, Bid Package 2, Alternate No. 1, and Alternate No. 4 submitted by Affinitech, and proceeds with entering into contract with them to complete the audio-visual scope of work.

Sincerely,



Tim Turnis, AIA  
Senior Associate, Architect

# INVISION

## BID TABULATION

**DATE** June 29, 2023

**PROJECT** Cedar Falls High School AV Equipment

**PROJECT #** 19116

**CONSTRUCTION BUDGET** \$2,133,800.00

Bidding Company Location		AVI-SPL LLC Tampa, FL	AVI-Systems Urbandale	Conference Technologies, Inc. Hiawatha, IA	Tri-City Electric Davenport, IA	Affinitech Chanhassen, MN
<b>Bid Security</b>		X	X	X	X	X
Base Bid 1	X	\$811,152.48			\$1,107,231.00	\$671,582.00
Base Bid 2	X	\$1,251,332.18			\$1,418,617.00	\$1,041,376.00
<b>BASE BID</b>	\$	\$2,062,484.66	\$2,783,658.78	\$2,263,039.00	\$2,525,848.00	\$1,712,958.00
<b>ALTERNATES</b>	Selected X					
[Alternate #1 - Collaborative Studio]	X	\$86,852.01	\$21,243.47	\$29,338.00	\$30,795.00	\$42,609.00
[Alternate #2 - Two Year Warranty]		\$140,792.90	\$62,857.14	\$73,843.00	\$132,804.00	\$25,000.00
[Alternate #3 - Three Year Warranty]		\$202,405.59	\$62,857.14	\$84,919.00	\$265,608.00	\$35,000.00
[Alternate #4 - Four Year Warranty]	X	\$266,251.10	\$62,857.14	\$106,149.00	\$451,412.00	\$55,000.00
<b>Total = Base Bid + Selected Alternates</b>	\$	\$2,415,587.77	\$2,867,759.39	\$2,398,526.00	\$3,008,055.00	\$1,810,567.00