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STRATEGIC SOURCING

OFFICE OF THE PRESIDENT  
1111 Franklin Street, 10<sup>th</sup> Floor  
Oakland, California 94607-5200

DATE: 11/01/2021

TO: Whom It May Concern

FROM: Michael Wegmann  
Senior IT Commodity Manager  
University of California

SUBJECT: RFP 00817-Nov2018-UC System-wide RFP – Audio Visual Goods and Services – Feb 4 2019 Evaluation Summary

The University of California, Information Technology Center of Excellence issued 000817-Nov2018-UC System-wide RFP – Audio Visual Goods and Services – Feb 4 2019. Proposals were issued and received within the University of California's e-sourcing platform, CalUsource. Because of this e-sourcing platform, a solicitation at the University of California is made up of multiple documents in various formats and might appear as many combined documents instead of a single RFP document. Proposals were opened on March 21, 2019 by 6:00 PM PST in the University of California's e-procurement platform, CalUsource, from the following suppliers:

EIDIM Group, Inc	Golden Star Technology Inc.
Digital Networks Group, Inc.	Lightwerks Communications Systems, Inc
Creation Networks Inc	Key Code Media, Inc
Whitlock Corp	One Diversified
SHI International	Yuja Inc
Coit Com Satellite Services Inc	AVI-SPL
CDW- Government LLC	Ford Audio Video LLC

The solicitation was evaluated based on the following evaluation criteria:

Goods – 49%	Services – 26%	Pricing – 25%
<ul style="list-style-type: none"><li>• Goods – 50%</li><li>• Capabilities – 30%</li><li>• Sustainability -15%</li><li>• Omnia – 5%</li></ul>	<ul style="list-style-type: none"><li>• Services – 28%</li><li>• Capabilities – 30%</li><li>• Sustainability – 15%</li><li>• Omnia – 5%</li></ul>	<ul style="list-style-type: none"><li>• Best Price -25%</li></ul>

The Evaluation Committee reviewed, evaluated, and scored response based on the evaluation criteria. The scoring of the Evaluation Committee was then combined into a weighted average with the final proposal tabulation scoring resulting in:

Finalists											
Goods and Services Quality				Pricing				Best Value			
Supplier	Quality Score	75%		Supplier	Goods 65%	Services 35%	Goods and Services		Supplier	Goods & Services	
AVI-SPL	2.591275	1.94	+	Key Code	0.65000	0.304236	0.95	=	1	One Diversified	2.78
One Diversified	2.58355	1.94		LightWerks	0.57215	0.321194	0.89		2	AVI-SPL	2.77
Ford Audio Video LLC	2.4578	1.84		One Diversified	0.54595	0.295926	0.84		3	LightWerks	2.73
Lightwerks Communications Systems, Inc	2.442775	1.83		AVI-SPL	0.475835	0.35	0.83		4	Key Code	2.72
Coitcom	2.372625	1.78		Ford	0.533474	0.274456	0.81			Ford	2.65
Key Code Media, Inc.	2.349575	1.76		Coitcom	0.423186	0.266661	0.69			Coitcom	2.47
<b>Non Finalists</b>											
SHI International, Inc.		2.25875									
Golden Star Technology, Inc.		2.21545									
Creation Networks Inc.		2.160825									
YuJa Inc.		*non-responsive									
CDW Government LLC		*non-responsive									
Digital Networks Group, Inc.		*non-responsive									
Whitlock Corp		*non-responsive									
Ricoh USA		*non-responsive									
EIDIM Group, Inc.		*non-responsive									
B&H Foto & Electronics Corp.		*non-responsive									

\*non-responsive - Did not meet RFP requirements

Based on the final tabulation. The following suppliers were sent intent to award letters and began negotiations with the University of California with the intent to get to a final contract:

- One Diversified LLC
- AVI-SPL
- LightWerks Communications Systems LLC
- Key Code Media Inc

As a result of negotiations,

One Diversified was award an Agreement for Audio Visual Goods and Services, Agreement # 2019001433 for a term starting on August 28, 2019 and ending on August 27, 2024 with 5 options to renew for 5 years.

AVI-SPL was award an Agreement for Audio Visual Goods and Services, Agreement # 2019.001535 for a term starting on November 10,2019 and ending on November 9, 2024 with 5 options to renew for 5 of years.

LightWerks Communications LLC was award a Agreement for Audio Visual Goods and Services, Agreement # 2019.001434 for a term starting on August 27, 2019 and ending on August 26,2024 with 5 options to renew for 5 years.

Key Code Media Inc. was award a contract for Services, Contract # for a term starting on September 1, 2019 and ending on August 30, 2024 with 5 options to renew for 5 of years.

Sincerely,  
Michael Wegmann  
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