



August 27, 2025

Mark Payne
Chief Financial Officer
AVI-SPL LLC
6301 Benjamin Road, Suite 101
Tampa, FL 33634
Mark.payne@avispl.com

Re: Award of Contract # R250401

Dear Mark Payne:

Per official action taken by the Board of Directors of Region 4 Education Service Center on August 26, 2025, we are pleased to announce that AVI-SPL LLC has been awarded a three (3) year contract, contingent upon successful negotiations, if needed, for the following, based on the online proposal RFP# R250401 opened on May 29, 2025:

Commodity/Service

Supplier

Audio Visual Solutions and Services

AVI SPL LLC

This contract is effective October 1, 2025, and will expire on September 30, 2028. As indicated above, your contract number is R250401. This contract may be renewed annually for an additional two (2) years if mutually agreed upon by Region 4 ESC and AVI-SPL LLC.

Your participation in the proposal process is appreciated and we look forward to a successful partnership. Please feel free to provide copies of this letter to your sales representative(s) to assist in their daily course of business.

If you have any questions, please contact our Procurement Department at 713-462-7708 or questions@esc4.net.

Sincerely,

Signed by:

A5A9F62707BB46B...

Adam Tabor
Procurement Director

To: Board of Directors

From: Jorgannie Carter

Date: August 26, 2025

Subject: Recommendation of Contract Award

Region 4 ESC held an RFP opening on May 29, 2025, for RFP # 25-04 Audio Visual Solutions and Services. There were eighteen (18) proposals submitted:

- Adorama Inc.
- American Sound & Electronics, Inc.
- Audio Enhancement, Inc.
- AVI-SPL LLC
- B&H Foto and Electronics Corp.
- Best Buy Stores, L.P.
- CompuNet, Inc.
- Conference Technologies, Inc.
- Dream Ranch LLC
- Ford Audio-Video Systems, LLC
- FORTE
- GMi Companies
- IES Communications, LLC
- Key Code Media, Inc.
- OneScreen NZS Inc.
- Southern Computer Warehouse Inc.
- Sweetwater Sound, LLC
- vCloud Tech Inc.

After careful review of all proposals, the Evaluation Team has determined that seven (7) companies demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to the members.

CONSIDERATION

Award of annual contract in compliance with the bid laws of the State of Texas is recommended.

RECOMMENDATION

The Evaluation Team recommends the following companies for award based on their response:

Contract	Vendor	Term of Contract
Audio Visual Solutions and Services	AVI-SPL LLC B&H Foto and Electronics Corp. Best Buy Stores, L.P. Conference Technologies, Inc. Ford Audio-Video Systems, LLC FORTE Key Code Media, Inc.	Three (3) years with the option of two (2) one-year renewals

Support documentation has been attached for your reference.
 Enclosure: Bid Tab Summary

25-04 Audio Visual Solutions and Services

Supplier	Rank	Score	EVALUATION CRITERIA AND WEIGHTS				
			Purchase Price	Reputation of Vendor and Goods/Services Quality	Meet Region 4 needs	Long-term Cost	
		100	35.00	5.00	20.00	30.00	10.00
B&H Foto and Electronics Corp.	1	90.00	33.00	5.00	17.50	26.50	8.00
AVI-SPL LLC	2	87.00	29.50	5.00	17.00	27.50	8.00
Best Buy Stores, L.P.	3	86.00	33.00	5.00	17.50	23.50	7.00
Ford Audio-Video Systems, LLC	4	86.00	32.50	5.00	18.00	23.50	7.00
Key Code Media, Inc.	5	85.00	31.00	5.00	16.50	24.00	8.50
FORTE	6	83.00	29.50	4.50	16.50	25.00	7.50
Conference Technologies, Inc.	7	83.00	31.50	4.50	16.00	22.50	8.50
CompuNet, Inc.	8						
American Sound and Electronics, Inc.	9						
IES Communications, LLC	10						
Sweetwater Sound LLC	11						
GMi Companies	12						
Southern Computer Warehouse Inc.	13						
Adorama Inc.	14						
Audio Enhancement, Inc.	15						
Dream Ranch LLC	16						
vCloud Tech Inc.	17						
OneScreen NZS Inc.	18						
		78.78	29.22	4.31	15.33	22.19	7.72