

Cost Analysis

Business Information Systems, Inc.
Audio Visual Equipment, Supplies, and Services
TIPS USA Contract 230901



By utilizing this contract, the County is saving \$19,872.48 with a total overall percentage savings discount of 10.00%. It is recommended approval for the use of this contract to avoid adversely impacting continuity of operations throughout the County.

Business Information Systems, Inc. DeKalb County BOCC Temporary Commission Room Setup-178 Sam Street

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	EXTENDED LIST PRICE	COUNTY'S COST	EXTENDED COUNTY'S COST	DIFF BETWEEN EXTENDED COUNTY COST AND EXTENDED LIST PRICE
BIS-MIC-GBL18-S3	18" Gooseneck Microphone w/Programmable Mute Base & LED (Series 3)	8	\$520.00	\$4,160.00	\$468.00	\$3,744.00	-\$416.00
BIS-DANTE-I22-S2	PoE Dante Mic/Line 2ch Input Expander with Phantom Power (Series 2)	5	\$550.00	\$2,750.00	\$495.00	\$2,475.00	-\$275.00
BIS-WSSL-GBT-S1	Wireless System SL Gooseneck Base Transmitter Series 1	4	\$1,325.00	\$5,300.00	\$1,192.50	\$4,770.00	-\$530.00
BIS-WSSL-16GM-S1	Gooseneck Microphone Series 1	4	\$499.00	\$1,996.00	\$449.10	\$1,796.40	-\$199.60
BIS-WSSL-FCWM-D-S1	Four-Channel Wall Mount Receiver w/ Dante Output	1	\$4,250.00	\$4,250.00	\$3,825.00	\$3,825.00	-\$425.00
BIS-WSSL-WTCS-S1	Tabletop Charging Station Series 1	2	\$625.00	\$1,250.00	\$562.50	\$1,125.00	-\$125.00
BIS-AW-UE150-CAM	4K UHD Professional PTZ Camera	6	\$11,400.00	\$68,400.00	\$10,260.00	\$61,560.00	-\$6,840.00
BIS-PPTZHIXU-AW-UE150	NDI@HX Upgrade for AW-UE150 Panasonic Camera	6	\$450.00	\$2,700.00	\$405.00	\$2,430.00	-\$270.00
BIS-4K-12G-SDI-PRO-BROAD-SW	4K 12G-SDI / HDMI Professional Live Video Production Switcher	1	\$22,050.00	\$22,050.00	\$19,845.00	\$19,845.00	-\$2,205.00
BIS-BROAD-RP150-JS	Touchscreen Remote Camera Controller	1	\$4,935.00	\$4,935.00	\$4,441.50	\$4,441.50	-\$493.50
BIS-DM160	Professional Broadcast Reference Monitor 16"	1	\$6,000.00	\$6,000.00	\$5,400.00	\$5,400.00	-\$600.00
BIS-D-HD-24-C	24" Commercial Display FHD	2	\$805.00	\$1,610.00	\$724.50	\$1,449.00	-\$161.00
BIS-MDS-13-32	13"-32" Monitor Desk Stand 75x75 - 100x100 VESA	2	\$95.00	\$190.00	\$85.50	\$171.00	-\$19.00
BIS-D-4K-85	85" Display 4K	1	\$2,200.00	\$2,200.00	\$1,980.00	\$1,980.00	-\$220.00
BIS-CGD-WMT-FM-40-90	40"-90" Commercial Grade Full Motion Wall Mount 150lbs Max	1	\$820.00	\$820.00	\$738.00	\$738.00	-\$82.00
BIS-HDMI-EXT6-S3	HDMI over CAT6 Extender (Series 3)	2	\$630.00	\$1,260.00	\$567.00	\$1,134.00	-\$126.00
BIS-CONV-HSDHDMLS2	HD-SDI to HDMI Converter (Series 2)	1	\$355.00	\$355.00	\$319.50	\$319.50	-\$35.50
BIS-RM-AV-4K-REC-S1	Rackmount AV 4K Recorder (Series 1)	1	\$2,550.00	\$2,550.00	\$2,295.00	\$2,295.00	-\$255.00
BIS-SSD-SATA-2.5-2TB	SATA 2.5" SSD 2TB	2	\$450.00	\$900.00	\$405.00	\$810.00	-\$90.00
BIS-XLR-DANTE-2CHOUT	DANTE XLR Output Adapter (2ch)	1	\$365.00	\$365.00	\$328.50	\$328.50	-\$36.50
BIS-R-4U	4U Rack Enclosed 15" Depth	1	\$300.00	\$300.00	\$270.00	\$270.00	-\$30.00
BIS-PWR-DIST-S2	Power Distribution System (Series 2)	1	\$450.00	\$450.00	\$405.00	\$405.00	-\$45.00
BIS-NS-M4300-GSM4352PB	48-port Network Switch 2x 10Gb 48x PoE+ (960w)	1	\$4,750.00	\$4,750.00	\$4,275.00	\$4,275.00	-\$475.00
BIS-HSDSLCX-500	HD-SDI Cable (500ft)	2	\$625.00	\$1,250.00	\$562.50	\$1,125.00	-\$125.00
BIS-W-CAT6A-SHB-500	CAT6A Cable Shielded Black 500'	3	\$600.00	\$1,800.00	\$540.00	\$1,620.00	-\$180.00
BIS-W-MP-22AWG-500R	Microphone Wire 22AWG (Plenum) - 500ft Roll	2	\$120.00	\$240.00	\$108.00	\$216.00	-\$24.00
BIS-HDMI-6FT-MM	HDMI Cable (6ft)	7	\$21.00	\$147.00	\$18.90	\$132.30	-\$14.70
BIS-CAT6A-STP-03-BLK	CAT6A Patch Cable Shielded (3ft)	12	\$15.50	\$186.00	\$13.95	\$167.40	-\$18.60
BIS-CAT6A-STP-06-BLK	CAT6A Patch Cable Shielded (6ft)	5	\$22.50	\$112.50	\$20.25	\$101.25	-\$11.25
BIS-CAT6A-STP-10-BLK	CAT6A Patch Cable Shielded (10ft)	2	\$28.00	\$56.00	\$25.20	\$50.40	-\$5.60
BIS-INST-SUP	Installation Supplies	1	\$2,308.71	\$2,308.71	\$2,077.84	\$2,077.84	-\$230.87
S/H-C	Shipping / Handling ☺	1	\$5,875.00	\$5,875.00	\$5,287.50	\$5,287.50	-\$587.50
BIS-AV-SVCENGFDOS	Full Day - On-site engineering support, training, setup and commissioning (Panasonic)	2	\$2,299.00	\$4,598.00	\$2,069.10	\$4,138.20	-\$459.80
BIS-AV-SVCTRVLDAY	Travel - Daily Trip Charge (Panasonic)	1	\$205.00	\$205.00	\$184.50	\$184.50	-\$20.50
BIS-AV-SVCTRVLAF	Travel - Airfare + 1 Night Hotel (Panasonic)	1	\$1,350.00	\$1,350.00	\$1,215.00	\$1,215.00	-\$135.00
SIT	On-site Setup, Installation and Training (per system)	1	\$9,900.00	\$9,900.00	\$8,910.00	\$8,910.00	-\$990.00
BIS-AV-SVCREMSUPP4H	4 Hours - Remote Support - (Panasonic)	2	\$505.00	\$1,010.00	\$454.50	\$909.00	-\$101.00

Maintenance and Support

PART NUMBER	DESCRIPTION	QTY	LIST PRICE	EXTENDED LIST PRICE	COUNTY'S COST	EXTENDED COUNTY'S COST	DIFF BETWEEN EXTENDED COUNTY COST	TERM
NMNT-OS-HRDW	Annual ON-SITE SUPPORT (Includes Hardware Replacement) - Contract to be Issued Upon Installation	1	\$20,545.65	\$20,545.65	\$18,491.09	\$18,491.09	-\$2,054.56	1-yr
BIS-AV-SVCEXTWAR5YD	ProAV Premium 5 Yr Service Support (UE150 Camera)	6	\$1,500.00	\$9,000.00	\$1,350.00	\$8,100.00	-\$900.00	5-yr
BIS-AV-SVCEXTWAR5YB	ProAV Premium 5 Yr Service Support (RP150 Camera Controller)	1	\$600.00	\$600.00	\$540.00	\$540.00	-\$60.00	5-yr
Extended Totals				\$198,724.86		\$178,852.38		
Extended List Price and Extended Cost Difference = Cost Savings Percentage Savings							-\$19,872.48	-10.00%