

Date: June 20, 2019

TO: H. Sam Orth, III, Director, Department of Technology

CC: Pamela H. O'Grady, Deputy Director, Department of Technology
Rick A. Wagner, Deputy Director, Department of Technology
Thomas S. Diamond, Assistant Director, Department of Technology
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FROM: Andrew Stout, Station Manager, CTV, Department of Technology

SUBJECT: Award Letter for Automated Closed Caption System - RFQ012127

The Department of Technology (DoT) through utilization of a Request for Quotation process, received three vendors responses to RFQ012127 for the purchase of an Automated Closed Caption system. One response, Quick Caption, was deemed by the review committee to be non-responsive. The remaining two responses, AVI Systems and iVideo Technologies, were reviewed and scored by the RFP committee, with iVideo Technologies receiving the highest score for being the lowest cost and most responsive bid. Because of this, the Department of Technology is recommending the award be made to iVideo as the most responsive and lowest bidder.

Vendor	Bid Amount	Point Score	Total Five Year Cost of Ownership
iVideo	\$72,105 year one \$7,000 years 2-5	526	\$100,105.00
AVI Systems	\$84,980 year one \$40,640 years 2-5	446	\$247,540.00

iVideo		AVI	
<i>Ace-2200</i>	\$65,300.00	<i>ENCO</i>	\$37,650.00
<i>Translation</i>	\$0.00	<i>Translation</i>	\$35,940.00
<i>Translation Hardware</i>	\$0.00	<i>Translation Hardware</i>	\$2,995.00
<i>Install & Integration</i>	\$5,970.00	<i>Install & Integration</i>	\$2,932.00
<i>Add. Equip</i>	\$785.00	<i>Add. Equip</i>	\$763.00
<i>S&M</i>	\$0.00	<i>S&M</i>	\$4,700.00
<i>shipping</i>	\$50.00	<i>Shipping</i>	\$0.00
Year One	\$72,105.00	Year One	\$84,980.00
Year Two	\$7,000.00	Year Two	\$40,640.00
Year Three	\$7,000.00	Year Three	\$40,640.00
Year Four	\$7,000.00	Year Four	\$40,640.00
Year Five	\$7,000.00	Year Five	\$40,640.00
Five Year Total	\$100,105.00	Five Year Total	\$247,540.00

