Boone County Purchasing

Amy Gerskin
Buyer

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TO: Boone County Commission
FROM: Amy Gerskin
DATE: October 16, 2025
RE: Bid Award Recommendation: 19-15AUG25 – Furnishing,

Request for Proposal #19-15AUG25 – Furnishing, Delivery, Installation, Configuration, and End-User Training of Audio-Visual Equipment for the Boone County Sheriff's Office Regional Training Center closed on August 15, 2025. The county received five responses from the following vendors:

1. AVI-SPL, LLC
2. ESHA AV
3. Kansas City Audio Visual
4. INA LED US, Inc.
5. Tech Electronics

All five responses were deemed responsive and responsible. The Evaluation Committee for this proposal included Julia Lutz, Beth Boos, and Phil Montes from the IT Department and Captain Leer, Mike Perkins, and Chad Martin from the Sheriff's Office.

Five evaluation meetings were conducted (August 26, September 2, September 8, September 15, and September 26) to review response clarifications. Three finalists were sent a request for a Best and Final Offer. Negotiations were conducted consistent with RFP paragraph 4.5 using both subjective and objective criteria. The criteria for subjective evaluations include Method of Performance (weighted a maximum 50 points), and Experience, Expertise and Reliability of Contractor (weighted a maximum of 15 points). Objective scoring was based on a cost analysis (weighted a maximum of 35 points) for a total of 100 possible points. The vendor awarded maximum points is considered the "lowest and best" proposal and is chosen for award.

After reviewing the proposals and subsequent Best and Final Offers, the evaluation committee recommends awarding a contract to INA LED US, Inc. for providing the lowest and best solution for the County at a cost of $246,913.61. The full evaluation report is attached for reference, along with the evaluation committee's scoring sheet. The County contract number is C001030. The

effective dates of this contract will be from the Date of Award through February 28, 2026.

Invoices will be paid from department 4130 – LE Training Center Construction 71231 – Owner Costs.

Attn: Bid Tab

cc: Captain Leer, Sheriff's Office / Julia Lutz, IT

Bid File