



**INVITATION FOR BID NUMBER AEPA IFB 012-H
EXTERIOR LED SIGN EQUIPMENT, SCOREBOARDS & INSTALLATION
PART B – SPECIFICATIONS
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1. Scope of Bid

AEPA is soliciting bids from qualified companies for a comprehensive line of exterior LED signs, Scoreboards and related installation services. All products offered must be new, unused, of the latest design and technology and the most current product lines available. AEPA is seeking Vendors that possess and can demonstrate they have the knowledge, background, experience, and qualified and properly licensed staff to provide design, installation and service of LED Signage and related products. Vendors must be willing and able to provide the planning, design, engineering, installation and maintenance of these systems.

Any contract resulting from this solicitation will be used on an as-needed, if-needed basis by members of the contracting AEPA Member Agency(ies). This is a non-exclusive contract. Contract users would be members of AEPA Member Agencies.

The goals for the Exterior LED Sign Equipment, Scoreboard, Installation and Service Bid are:

- Provide a comprehensive competitively bid offering of products and services to members of AEPA Agencies.
- Achieve cost savings for suppliers and agencies through a single bid process.
- Combine the volumes of agencies covering 24 states to achieve cost effective pricing.
- Reduce the administrative and overhead costs of suppliers and member agencies through state of the art ordering and delivery systems.

Type of Bid

YES	NO	TYPE OF BID
√		CATALOG: See page 21 of AEPA 012 Part A for definition.
	√	LINE ITEM: See page 21 of AEPA 012 Part A for definition

2. Anticipated AEPA Member Agency Participation

State	Participate (Yes/No/Undecided)	Estimated First year Purchase Volume	% Growth for Year 2-4	State	Participate (Yes/No/Undecided)	Estimated First year Purchase Volume	% Growth for Year 2-4
California	Yes	\$250,000	10%	Colorado	Yes	\$10,000	1%
Connecticut	Yes	\$10,000	10%	Florida	Yes	\$5,000	5%
Indiana	Yes	\$5,000	2%	Iowa	Yes	\$200,000	20%
Kansas	Yes	\$15,000	2%	Kentucky	Yes	\$50,000	2%
Massachusetts	Yes	\$45,000	2%	Michigan	Yes	\$100,000	5%
Minnesota	Yes	\$20,000	5%	Missouri	Yes	\$1,000,000	10%
Montana	Yes	\$50,000	0%	Nebraska	Yes	\$30,000	5%
New Mexico	Yes	\$65,000	15%	North Dakota	Yes	\$800,000	5%
Ohio	Yes	\$75,000	3%	Oregon	Yes	\$25,000	50%
Pennsylvania	Yes	\$200,000	10%	Texas	Yes	\$200,000	10%
Virginia	Yes	\$50,000	5%	Washington	Yes	\$100,000	10%
Wisconsin	Yes	\$100,000	10%	Wyoming	Yes	\$300,000	20%
					Estimated Total	\$3,705,000	

Participating in the solicitation does not guarantee that an AEPA Member Agency will enter into a contract with any vendor. Each AEPA Member Agency will make that determination after reviewing AEPA recommended bids. The AEPA Member Agency's contracting decision shall be final. Estimated first year volume for this solicitation is provided above where available. AEPA Member Agencies anticipate that purchase volume will increase in contract years 2-4. This information is provided as an aid to vendors in preparing bids only. It is not to be considered a guarantee of volume under this IFB. The successful bidder(s)' discount and pricing schedule shall apply regardless of the volume of business under the contract.

3. Glossary of Terms

AEPA Member Agency- A state cooperative purchasing agency recognized by AEPA to represent a specified state in contracting activities associated with this solicitation.

Contracting AEPA Member Agency - An AEPA Member Agency that enters into a contract as a result of this solicitation.

Agency Member - A public school district or other qualifying agency authorized to use the contracts of an AEPA Member Agency.

Vendor - Individual or entity providing goods and services to AEPA members based on the specifications of this solicitation.

LED - Light-emitting diode: a semiconductor diode that emits light when conducting current and is used in electronic equipment, especially for displaying readings on digital watches, calculators, etc. Consumes low wattage and has a rated life of greater than 80 years.

UL - Underwriters Laboratories INC.

ETL - Intertek Testing Services

ASTM – American Society for Testing and Materials

OSHA – Occupational Safety Hazard Administration

UL – Underwriters Laboratories – An independent organization whose responsibilities include rigorous testing of electrical products. When products pass these tests, they can be labeled (and advertised) as “UL listed”. UL tests for product safety only.

Vandal Resistant – Fixtures with rugged housings, break-resistant type shielding, and tamper-proof screws.

4. Special Terms and Conditions

The following special terms and conditions are in addition to the applicable general terms and conditions that appear in part A. Please review them and complete the exceptions to terms, conditions and specifications form in part E, bid forms.

The vendor shall provide electronic catalogs with all products awarded to the vendor to members of all AEPA agencies entering into a contract with the vendor. Catalogs shall be provided at no charge to members.

A contracting AEPA agency may limit or exclude product types or categories, as deemed appropriate by that agency.

Contract pricing shall be in the form of discount(s) off catalog price. Discounts may vary by category type.

Vendors must maintain a reasonable stock in inventory for prompt delivery to the buying member. Failure to maintain such inventory, resulting in complaints filed by members to the participating agency, may result in contract cancellation.

All products shall be properly labeled in accordance with applicable rules, regulations, laws and statutes. Material Safety Data Sheets (MSDS) and/or secondary labels shall be provided where applicable.

5. Specifications

In order to provide their members with a well rounded athletic facility procurement option, AEPA is seeking a vendor(s) who can provide and install a variety of permanent and portable scoreboards and marquees. The desired equipment will be used for indoor and outdoor facilities and is needed for the various educational, recreational and interscholastic activities held member educational institutions. These activities may include but are not limited to baseball, basketball, wrestling, football, soccer, hockey, softball, tennis, volleyball and other sports and events. If a brand or model is specified the item bid must be equal to or better than the brand or model indicated.

5.1 General

a. A variety of scoreboard and marquee solutions must be offered and equipped with the necessary control systems, displays and indicators required to communicate scores and information to both the participants of the event and the community in attendance for the sport or event being conducted at the facility, that is, football, basketball, baseball, hockey, track, volleyball and multipurpose uses is desired.

- b. The offeror must be willing and able to provide a complete line of either scoreboards or marquees, or both, that possess the capabilities and captions required to meet the individual AEPA member's needs and requirements. Product lines of scoreboards and marquees that display a variety of captions and messaging are desired.
- c. The product line of indoor and outdoor devices must meet and/or exceed governmental codes and industry performance and operational standards relating to their designated purpose and application within the members site conditions and environment.
- d. Both new and old display technology, that is, light emitting diode (LED) digits and lamp digits are desired.
- e. Product cabinets shall be constructed of aluminum and include all necessary mounting brackets required.
- f. Products shall be available in a variety of standard colors in order to meet institution's color scheme.
- g. Product lines offered shall include a variety of shapes and sizes to allow for the diversity of individual member's needs and requirements.
- h. Scoreboards and marquees offered shall be shipped assembled and ready to be installed. If this is not the case, the offeror must clearly identify and state the assembly required.
- i. A variety of numeral, alpha character and three object sizes must be available.
- j. Multi-purpose products that can be used for multiple activities and events are requested. Four-sided models for large gyms are desired.
- k. Products offered shall be UL or ETL listed.
- l. Products offered for both indoor and outdoor shall have built-in protection against damage from lightning.
- m. Products with advertising space are desired.
- n. Products with both conventional and remote access and control are desired.
- o. All materials and equipment must be new and unused. All materials and equipment offered under this category will be from manufacturers regularly engaged in the manufacture of indoor and outdoor sports equipment, and shall be the latest standard designs current at the time of delivery.
- p. Offeror must be willing and able to warrant products offered and their installation against defects in materials and/or workmanship for a period of five (5) years from date of acceptance.

5.2. Basketball

- a. Scoreboard - Basketball scoreboard shall be direct wired to stand-alone control console. Display shall include minutes, seconds and score for two teams as well as period, possession, bonus and double bonus for each team on the top section; team fouls for two teams and player number with personal fouls on the bottom section. Provide with changeable captions for volleyball and wrestling on the bottom section. Game clock shall have a lit colon or decimal to indicate display of either minutes and seconds or seconds and tenths of seconds. Equipment to be ETL/CETL listed solid-state electronic technology.

b. Product shall be Fair-Play Model BB 1620-4. Overall cabinet size shall be five feet (5') in height by nine feet (9') in length by four inches (4") in depth, including mounting brackets and constructed of aluminum. Cabinet and trim colors shall be as selected from manufacturer's standard colors. Custom colors are available. Cabinet to be shipped assembled and constructed for wall mounting. Approximate weight shall be 101 pounds. Digits shall be made up of seven bar-type segments evenly illuminated by epoxy encapsulated LEDs. Digits shall be colored amber for game clock; red and green for other information and protected by an acrylic faceplate. Digit colors shall be determined exclusively by LED light to maximize color saturation. Non-illuminated areas on faceplate shall be screened with black, non-reflective paint to provide maximum contrast. Digit height to be 12 inches for game clock and team scores and 10 inches for other display information. Game clock shall have a display capacity up to "99:59", team scores to "199", period to "9", team fouls to "99", personal fouls to "9", player number to "99". Bonus or double bonus shall be indicated by two arrows for each team. Captions shall be adhesive backed white vinyl permanently attached to the cabinet as follows: home and visitor six inches (6") high; bonus, period, fouls and play four inches (4") high and possession three inches (3") high. Changeable captions for volleyball and wrestling shall be the same vinyl on aluminum plaques and shall be four inches (4") high. Electronics to be packaged in a low voltage, plug-in processor accessible from front of cabinet. Power to be 120 watts maximum 120 VAC, 60 Hz. 12) Provide a #350 electronic horn rated at 100dB at 10'0".

c. Control shall be model MP-70 with carrying case.

d. Remote Control Cable Furnish one length of two wire-shielded cables to connect from the control receptacle junction box to the top center of the scoreboard cabinet.

e. Limited Warranty Fair-Play provides a limited warranty for a period of five (5) years from the date of invoice against defects in workmanship or material. Defective components will be repaired or replaced on a factory exchange basis. Exclusions include, but are not limited to accident, neglect, abuse, misuse or natural disasters. Details are available on request.

f. Optional Equipment Provide one set of ST-1410-4 shot timers. Provide one HC-70 or HH-70 clock hand switch for second operator. Provide one duplicate MP-70 control allowing independent operation of a two scoreboard system and providing a backup unit. Provide PL-1641 player line-up panels to be mounted on each side of scoreboard cabinet, accommodating up to 15 players' names and numbers. Furnish with a steel suspension and lowering assembly and a font of 1,125 snap-in letters and numbers. Provide PF-1642-4 foul indicator panels to be used in conjunction with player lineup panels. Provide PDI-0934-PN six-line announcement panel to be permanently attached to the bottom of the scoreboard cabinet. Provide wireless or battery-powered control operation for above equipment.

5.3. Football

a. Scoreboard shall be direct wired to stand-alone control console. Display shall include minutes, seconds, tenths of seconds and score for two teams as well as quarter, ball possession, time outs left for each team, down, yards to go and ball on. Equipment to ETL/CETL listed solid-state electronic technology.

b. Product shall be Fair-Play Model FB-8127TK-2 overall cabinet size shall be eight feet (8') in height by 27' in length by 10 1/4" in depth including mounting brackets and constructed of aluminum. Cabinet to be shipped assembled and constructed for two-column mounting with two steel mounting brackets built into the cabinet. Cabinet and trim colors shall be as selected from manufacturer's standard colors. Custom colors are available. Approximate weight shall be 920 pounds. Display digits and indicators shall be made up of 2.3 inch by 2.3 inch circuit card mounted pixels. Each pixel shall be individually replaceable and contain nine LEDs. LEDs shall be amber in color. Pixels shall be environmentally sealed with a Dow-Corning potting mixture to protect the electronics from moisture. A neoprene gasket shall seal each

circuit card to the cabinet, preventing moisture from entering the cabinet. Digit height shall be 30" for clock' 24" for team score, quarter, down, yards to go and ball on; 18" for time outs left. Possession indicators shall be 10" high. Game clock shall have a display capacity up to "99:59.9", team score to "99", quarter to "9", time outs left to "9", down to "9", to go to "99" and ball on to "99". Digits shall consist of the following number of pixels: 30", 34 pixels; 24", 27 pixels; 18", 20 pixels. Each possession indicator shall consist of eight (8) pixels arranged in the shape of a football. Captions shall be adhesive backed vinyl permanently attached to the cabinet as follows: down, to go, on and quarter 18" high; time outs left 12" high. Home and visitor shall be on painted white backgrounds with black lettering that shall be 15" high. Electronics to be packaged in a low voltage plug-in processor accessible from front of cabinet. Power to be 536 watts maximum, 120VAC, 60 Hz.

c. Control shall be model MP-70 with carrying case.

d. Remote Control Cable Furnish one length of two wire-shielded cables to connect from the control receptacle junction box to the scoreboard cabinet.

e. Limited Warranty Fair-Play provides a limited warranty for a period of five (5) years from the date of invoice against defects in workmanship or material. Defective components will be repaired or replaced on a factory exchange basis. Exclusions include, but are not limited to accident, neglect, abuse, misuse or natural disasters. Details are available on request. Provide electronic team name message centers. Provide one HC-70 clock hand switch or an F600-70 or F650-70 sideline hand switch for second operator. Provide wireless or battery-powered control operation for above equipment.

f. Optional Equipment Provide #55 or 376-N5 Edwards horn.

5.4. One-Sided LED Marquee

a. General Shall be ETL/CETL listed. Marquee shall be direct wired to control or operated via modem from the control point. Marquee shall display user-programmed messages on a 16 x 80 matrix. Equipment to be solid-state electronic technology.

b. Product – LED Marquee shall be Fair-Play Model OM-9806-IS-IP. Overall product size shall be two feet (2') in height by eight feet eight inches (8'8") in length by 10¼" in depth including mounting brackets. Cabinet shall be constructed of aluminum. Product to be shipped assembled and constructed for two-pole mounting. Cabinet color shall be as selected from manufacturer's standard colors. Approximate weight shall be 166 pounds. Display shall be made up of circuit card mounted LEDs. Pixel spacing shall be no greater than 1.25" with a minimum of four (4) LEDs per pixel. Character color shall be amber. Two-line display shall feature characters a minimum of 8.75" in height per line. Average number of characters per line shall be 14-15. Electronics to be packaged in a low voltage plug-in processor accessible from front of cabinet. Power to be 280 watts maximum 120 VAC, 60 Hz.

c. Control shall be Model ISE Write 2000. Requires 120 VAC, 60 Hz. Provide 4-conductor data cable OR dial-up modem connection.

d. Limited Warranty Fair-Play provides a limited warranty for a period of five (5) years from the date of invoice against defects in workmanship or material. Defective components will be repaired or replaced on a factory exchange basis. Exclusions include, but are not limited to accident, neglect, abuse, misuse or natural disasters.

e. Optional Equipment Provide MCD2 controller with ISEPlay interface and 2-conductor shielded cable. Provide ProLine direct controller with coaxial cable OR dial-up modem connection. Provide red LED characters. MP-70 Control System. Construction shall be an aluminum case 12 ¾" long by 2 ¼" high by eight inches (8") deep with four (4) rubber slide-resistant feet. Operating features shall include a two-

line LCD readout showing information as sent to the scoreboard display, constant display of time remaining or time lapsed, jump clock capability, changeable color-coded keypad to allow key identification change by sport, numeric key pad, plus and minus keys for quick sequential data entry, push-type horn button and a positive action rocker switch for the time in/time out function. Electronic features shall include a program mode allowing change in sport controlled or accommodation of a sport rules change, a memory circuit to retain information if power interrupted and electronic foul memory. Power to be 12 watts maximum 120 VAC, 60Hz. 6) Furnished with an 8' power and 10' data cable cord to connect to power source and control receptacle junction box.

c. Options FCC Certified MP-70 Wireless System shall be furnished with factory installed transmitter and antenna. Each display shall be furnished with factory installed receiver and antenna. System shall allow for synchronized operation of two or more scoreboards from one control operating on the same channel. System shall allow for multiple displays to be operated from a single control to show the scores of one game or for multiple displays to be controlled by multiple controls to show scores from different games simultaneously in progress. These two modes of operation shall be user selectable at the control with no access to the displays required. System shall not interfere with wireless LANs and personal computing devices that use the 2.4GHz ISM band. System shall operate normally in the presence of cell phones, pagers and their transmission towers. System shall utilize spread spectrum technology that redundantly transmits the same data at least 16 times. Radio-link indicator light shall indicate when transmission link is operational. System shall refresh display with new data no less than 10 times per second for smooth and accurate operation of game and shot clocks, including 1/10 second timing. System shall have a transmission range of at least 300' indoors and 1,000' outdoors. MP-70 Battery Operation MP-70 shall be furnished with control specific Nickel Metal Hydride (Ni-MH) battery and charger. Control shall feature a battery charger connection port in place of a power cord. Audio-visual warning shall alert user when battery has been discharged to an extremely low level. Battery shall generate a minimum of eight (8) hours of power before requiring recharge. Battery charger shall be capable of powering the MP-70 in the battery's charge is too low to do so. Charger requires 120 VAC power source.

d. Optional Equipment 1) Furnish padded carrying case. 2) Furnish additional overlays. 3) Furnish spare battery (MP-70 Battery Option Control only).

5.5 Outdoor Marquees

a. General Requirements One set of as build drawings shall be provided to the member as part of the cost of the marquee. The drawings site conditions and marquee construction. Onsite training for member's designated employees shall be provided on the proper operation and maintenance of the installed marquee. All marquees provided under this category shall meet all applicable exposure guidelines specified by ASTM standards and state and local codes. Overall marquee design and construction shall allow for adequate wind load resistance, up to 120 mph.

b. Cabinet Requirements A variety of cabinet heights and widths, constructed of heavy duty extruded aluminum, with radius or squared corners, and also designed in a portrait or landscape format. Cabinet structure shall use rigid, heavy gauge aluminum extrusions that are mitered, reinforced and welded. Cabinet structure shall also use a fully galvanized steel internal column and base plate; Cabinet shall have a thermally cured automotive enamel paint finish, available in a variety of standard colors, tone-tone designs and custom colors. Added accessories, such as cowlings and trim packages, shall be painted to match the cabinet. Vandal/graffiti resistant coating for the cabinet shall be available as an option. Cabinet shall allow for the placement of the facility name, logo, and appropriate graphics in a variety of sizes, colors and styles, using a scotch print, thermo printed vinyl material or similar process that will provide photo-realistic high UV resistant graphics. As an option the cabinet may be designed as a sign without changeable copy, allowing for the placement of the facility name, logo, and appropriate graphics only. Cabinets shall be made available in a non-illuminated or illuminated design. Illuminated cabinets shall be lit internally with high output, and energy efficient fluorescent fixtures with an instant start ballast. All wiring and internal components shall meet applicable UL standards. The design will allow for the easy

changing of burnt out bulbs, and for the addition of photoelectric control timer control and/or simple on/off control. Illumination levels on sign surfaces shall be in the 100 to 300 lux range (10 to 30 foot-candles) and shall be uniform over sign surface. Cabinets shall be available in a freestanding, low profile, angle bracket mounted, tower mounted, wall mounted, or pole mounted configurations. Cabinets shall use tamper proof carriage bolts and nuts. Cabinets shall use 1 ¼" thermal cured, solar grade co-extruded lexan, or similar materials for the sign face and/or cover doors. The material shall provide face rigidity, depth dimension, high impact strength, flame retardancy, thermoformability, light transmittance, and UV resistance. Cabinet cover doors shall be hinged with either single or double doors, and will be locale. Vandal covers shall be available as an option. Vandal covers shall use thermally cured, solar grade co-extruded lexan, or similar material. Vandal covers shall be fabricated with an extruded aluminum frame, with mechanical props (with no seals) recessed into the sign face, and secured with a three-point keyed locking mechanism. Signs shall use a zip track, available in a variety of sizes including, but not limited to 3", 4", 6", 8", 10", etc. Zip track shall be available in single or multiple line configurations and shall be riveted every 3 ½" to assure permanent attachment. As part of the signs design and the development of the project's scope of work an assortment of letters, numbers and symbols (available in a variety of fonts, colors, and sizes). Sorting boxes, letter wands, and changer poles (available in a variety of sizes) shall also be available.

c. Marquee Support Structure The marquee base structure shall be constructed of appropriate materials necessary to properly display and support the marquee for the site and environmental conditions in which it is to be placed. Each base structure shall conform and comply with all state, county or local codes. The marquee base structure shall be designed and constructed to allow for the marquee cabinet to be installed in accordance with the marquee's manufacturer's specifications. Support post materials shall be galvanized steel in varying heights, ranging form 8' – 16' and will be suitable to safely support the installed marquee. Post spacing shall allow for customizable leg spacing, depending on the member's site conditions and requirements. Post mounted marquees shall allow for a variety of sheet metal pole cowling or yokes in a variety of shapes, colors and sizes, including but not limited to rectangle, t-shape or a radius top.

d. L.E.D. Displays L.E.D, displays shall be available in a single, double or multi-line format, a single face or master/slave double-faced configuration. L.E.D. displays shall have a variety of text cluster sizes, a variety L.E.D/Pixel cluster heights, and a variety of L.E.D color configurations. L.E.D. displays shall allow for the display of characters and graphics in various sizes. L.E.D. displays shall have a durable protective Lexan lens, and an insulated aluminum cabinet. L.E.D. displays shall allow for the following type of data transmissions to the marquee; telephone modem, radio control, direct data line and/or direct laptop download. Computer Hardware for control of the L.E.D. display shall be configured as specified to the electronic display manufacturer, and as acceptable to the member. Software shall support a Microsoft Windows style interface and allows for the programming and control of the L.E.D. display. Software provided shall provide for a message editor, with preview display allowing for quick and easy messaging, message scheduling and for importing of graphics and logos, as well as the design of animation sequences.

e. Refurbishing and Repair of existing marquees may include but is not limited to: painting, installation of new faces, installation of new doors, replacement of worn and/or broken parts (hinges, screws, mounting hardware, etc), upgrade of electronic message displays, replacement or addition of new graphics.

6. Required Categorical Response

1. Offerors must, through written narrative, clearly identify the type, kind, level of products and services they are proposing to provide AEPA members under this category. This shall include: The manufacturer's name. The various levels of products offered from each. Services offered and provided by each manufacturer. The products and services to be offered by subcontractors.

2. Offerors must, through written documentation, demonstrate their ability to perform those services offered herein by providing prior experience with educational institutions. Documentation shall include: List five (5) previous projects. The general scope of work for each project. The manufacturer's product used for each project listed. The total cost of each project. The institution's name, address, phone number, contact person's name and title for each project. Provide the time line for each project listed and provide a brief narrative of the pre-sale and follow-up consulting services offered to ensure institution's satisfaction.

7. Cost Evaluation Information

The following factors will be used to evaluate and award this category. Please note that these are only a few items selected to do the evaluation.

1. General Cost Items

a. Travel Time – This represents any cost associated with employees and/or subcontractors traveling to and from the project site from their home location. Offerors are to indicate the percent of the individual's regular hourly rate that is to be charged for travel time. Example: If an individual is paid One Hundred Dollars (\$100) per hour and you charge the customer Fifty Dollars (\$50) an hour, the percent of regular time would fifty percent (50%).

b. Per Diem – This represents the costs associated with housing and meals for individuals who have to stay over night while working on a project. Offerors are to indicate the daily rate to be charged per man. Note: This does not cover transportation costs.

c. Mileage Rate – This represents the per mile cost to the customer when a company owned vehicle is used for transportation. Offerors are to indicate per mile charge, that is Forty-Five Cents (\$.45) per mile.

d. Alternative Methods of Costing – These methods include the custom manufactured items, items not covered by other methods and sole source. Offerors are to indicate the percent of overhead and/or markup to be added to these costs to obtain the retail cost on which the AEPA discount can be taken to achieve CES price.

e. AEPA discount off alternative method of costing to obtain AEPA prices. This represents the percent of discount that is taken off the standard price (item cost plus percent of profit/overhead equals standard price) to obtain the AEPA price. Example: item costs \$1,000 plus 20% profit/overhead equals standard price of \$1,200 less the AEPA discount 10% \$100 equal the AEPA price of \$1,100.

f. Discounts Provided on Price List and Catalogs – This represents the average discount provided by the offeror on stated prices.

g. Offeror's Support for AEPA Pricing – This is the percent of difference between what the offeror's price to AEPA is and the price that the offeror would offer the same products directly to any member. The offeror's AEPA price is \$100, the offeror's direct price to individual educational institutions is \$103. The difference is 3% percent.

2. Labor Rates – Hourly rates for individual(s) who may perform services on an as need basis specializing in athletic flooring.

a. Consultant – A professional with experience and background in surveying, evaluation, consulting, designing and developing proposed solutions for athletic scoreboards.

b. Installer (Tradesman) – An individual who is licensed and/or certified to perform work relating to a specialized product and/or service required to install a product.

c. Labor (General) – An individual who is not licensed and/or certified to perform specialized work, but assists the installer and/or performs various tasks related to a project.

3. Service rates for a selected number of items. Offeror must indicate for each of the items what their cost would be to perform each of the items list