



CITY OF LODI

COUNCIL COMMUNICATION

AGENDA TITLE: Purchase of LCD Projector (\$6,771.01)

MEETING DATE: July 16, 1997

PREPARED BY: Finance Director

RECOMMENDED ACTION: That the City Council adopt the attached resolution awarding the bid for the purchase of one LCD projector to the second-low bidder, Minnesota Western of Sacramento, in the amount of \$6,771.01.

BACKGROUND INFORMATION: On March 19, 1997, the City Council approved specifications for one LCD projector. The following three bids were received, and opened on May 7, 1997:

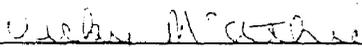
Audio Graphic Systems, San Francisco	(Hitachi Model CP-L750)	\$6,332.47
Minnesota Western, Sacramento	(Sharp XG-NV1)	\$6,771.01
Imaging Products International, Simi Valley	(Proxima DP5600)	\$7,677.18

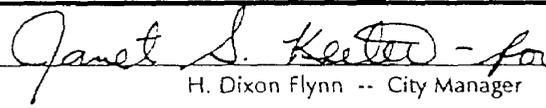
The bid specifications required that "bidders whose proposals represent the three lowest bids offered (for equipment meeting specifications) will...provide demonstration projectors...for evaluation. Equipment determined by the City of Lodi to offer the best value will be recommended for purchase." This stipulation provided the City with an opportunity to follow the so-called "golden rule" of buying an LCD projector: "Always get a demonstration of the models...., preferably under conditions similar to those in which you'll use the projector" (*Presentations* magazine, January, 1997)..

All three projectors were used by staff in budget presentations to the City Council during May and June. Although the Sharp unit did not meet specifications in two areas (power focus and zoom, and number of RGB input ports); in image quality and clarity, it and the Hitachi were ranked about equal. Moreover, the Sharp was the only model offering a three-year on-site warranty; the others offered one-year mail-in coverage.

At the meeting of June 18, Council questioned the recommendation to award to the second-low bidder for a unit that did not meet the City's specifications. Since the projector will not be used in a ceiling-mounted position, power focus and zoom are not critical to operation, and that since only one computer would be connected to the unit at any time, two RGB ports would not be needed. In addition, Staff's proposed recommendation was discussed with the low bidder (Audio Graphic Systems of San Francisco) on June 12, offering the company an opportunity to oppose the recommendation. Audio Graphic Systems' Vice President of Marketing, Michael Rayburn, indicated then that the company would not oppose the recommendation. In stating his company's position, Mr. Rayburn noted that they sell a large number of Sharp projectors to educational institutions and regard the units very highly, but because of protected territories cannot sell Sharp products to city and county governments. He further said that our proposed choice was "a good one." Therefore, for ease of operation, picture quality, and warranty considerations, staff believes the Sharp to be the best value, and recommends award to Minnesota Western.

FUNDING: 1996 Carryover Funds


Vicky McAthie, Finance Director

APPROVED:  - for
H. Dixon Flynn -- City Manager

RESOLUTION NO. 97-97

A RESOLUTION OF THE LODI CITY COUNCIL
AWARDING THE BID FOR ONE LCD PROJECTOR

=====

WHEREAS, in answer to notice duly published in accordance with law and the order of this City Council, sealed bids were received and publicly opened on May 7, 1997 at 11:00 a.m. for the purchase of one LCD Projector, described in the specifications therefore approved by the City Council on March 19, 1997 and

WHEREAS, said bids have been compared, checked, and tabulated and a report thereof filed with the City Manager as follows:

<u>Bidder</u>	<u>Location</u>	<u>Model</u>	<u>BID</u>
Audio Graphic Systems	San Francisco	Hitachi Model CP-L750	\$ 6,332.47
Minnesota Western	Sacramento	Sharp XG-NV1	\$ 6,771.01
Imaging Products International	Simi Valley	Proxima DP5600	\$ 7,677.18

WHEREAS, the bid specifications required that "bidders whose proposals represent the three lowest bids offered (for equipment meeting specifications) will provide demonstration projectors for evaluation. Equipment determined by the City of Lodi to offer the best value will be recommended for purchase"; and

WHEREAS, the City Manager recommends awarding the bid for one LCD Projector to the second lowest bidder, Minnesota Western of Sacramento, CA; and

NOW, THEREFORE, BE IT RESOLVED by the Lodi City Council that the award of the bid for one LCD Projector be and the same is hereby awarded to the second lowest bidder, Minnesota Western of Sacramento, CA in the amount of \$6,771.01.

Dated: July 16, 1997

=====

I hereby certify that Resolution No. 97-97 was passed and adopted by the City Council of the City of Lodi in a regular meeting held July 16, 1997, by the following vote:

AYES: COUNCIL MEMBERS -
NOES: COUNCIL MEMBERS -
ABSENT: COUNCIL MEMBERS -
ABSTAIN: COUNCIL MEMBERS -

ALICE M. REIMCHE
Acting City Clerk