



**EDUCATIONAL SERVICES COMMISSION OF NEW JERSEY  
NEW JERSEY STATE APPROVED COOPERATIVE PRICING SYSTEM #65MCESCCPS**

**Purchase and Installation of Recording and Sound Systems  
Bid #ESC NJ 17/18-48 ♦ BID DATE: January 30, 2018 @ 11:00 a.m.  
Bid Proposal Form B: Pricing Sheet**

**Awarded to BIS Digital formerly Gramco Business Communications  
Bid term: 2/23/18 - 2/22/20; Extended to 2/22/21, Extended to 2/22/22 - All counties served  
Shipping included**

Model #	Item Description	Prices
<b>GRAMCO PRODUCT LINE</b>		
<b>Liberty Digital Recorder</b>		
<b>LCR</b>	<b>Requirement Features:</b>	
	Real-time audio and video display for concurrent monitoring.	
	Recordings saved into universal formats such as .pdf and .wmv for distribution to other agencies, eliminating the need for the download of proprietary playback programs.	
	Custom watermark plus time and date stamp imbedded onto every recording frame.	
	Instantaneous playback cueing; no more delay while waiting for fast-forward or rewind functions.	
	Playback program specifically designed for transcription including foot-pedal support.	
	Automatic Gain Control and Noise Reduction facilities for the clearest possible audio playback.	
	Mute button provides continuous video recording with muted audio.	
	Recordings saved in a digital format that may be copied onto any standard Windows supported media including external hard-drives, memory sticks and CD/DVDs.	
	Optional ability to automatically save the recording files to a central file server.	
	Search facility matches on any text entered into the associated file notes.	
	Non-proprietary, open source compression formats.	
	Configurable frame rates and video resolutions.	
	Industry standard off-the-shelf Windows PC components that may be serviced by any IT professional.	
	Must be able to perform in-person, onsite installation and training	
	Ability to use multiple recording channels	
	Ability to create segments of recording	
	System must work with Beringer UMC404-4 Channel Mixer	

Signature:   
Print Name: Thomas B. Grazioplene

Gramco Word Processing, Inc.  
-dba-  
Gramco Business Communications  
Company Title: President

Date: 1/29/18

Model #	Item Description	Prices		
<i>Options for Standard Set-Up</i>				
<b>LCR-S-PC</b>	<b>Standard 4-Channel Setup Package:</b>			
	Liberty Recorder, Liberty Player, Bookmark Editor and Log Notes			
	HP, Lenovo or Dell 23" All in One Touchscreen Computer or 15.6" Laptop or Desktop PC (Customer Choice)			
	Intel Processor			
	8 GB Internal Memory			
	Hard Drive 1 TB			
	Beringer UMC404 4-Channel Mixer			
	Speakers for Realtime Monitoring			
	Keyboard			
	Mouse			
	Monitoring Headset			
	One Year Parts and Labor Warranty on All Hardware and Software -Included			
	ONE YEAR SOFTWARE SUPPORT			
	WINDOWS 10 PROFESSIONAL			
	MUST BE SET UP AND INSTALLED BY A COMPANY WITH ONSITE TRAINING			
	ONSITE VISIT NEEDED FOR INSTALLATION PRICE			
	INSTALLATION FEE (if not included)	<b>\$195 Per Hour</b>		
		<b>List Price</b>	<b>% Discount</b>	<b>ESC NJ Contract Price</b>
Fill in Prices here:		<b>\$4,450.00</b>	12.00%	<b>\$3,916</b>
<b>PORTSP</b>	<b>Portable Recording System Package:</b>			
	Superscope PMR61			
	Transcribing Software			
	USB Flash Drive			
	Monitor Headset			
	Carrying Case			
	Foot Pedal for Transcribing			
	Onsite Training and Setup, 2 Hours			
	INSTALLATION FEE (if not included)			
		<b>List Price</b>	<b>% Discount</b>	<b>ESC NJ Contract Price</b>
Fill in Prices here:		<b>\$1,450.00</b>	8%	<b>\$1,334</b>

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<b>LCR-S-MIC</b>	<b>Microphone Options for Standard Setup Package:</b>			
	Vec Microphone Base	\$69.00	7.00%	\$64.17
	Vec 18" Gooseneck Microphone	\$139.00	7.00%	\$129.27
	Astatic Microphone Base, 40-118	\$119.00	7.00%	\$110.67
	Astatic Gooseneck 15" Microphone, 915	\$199.00	7.00%	\$185.07
	Samson Boundary Microphone, CM10 or CM11	\$149.00	7.00%	\$138.57
<b>LCR-S-MIX</b>	<b>Mixer Options for Standard Setup Package:</b>			
	UAP G2 DSP Mixer	\$1,995.00	6.00%	1875.30
	ART 8-Channel Microphone Mixer, MX821	\$329.00	6.00%	309.26
	Protech Microhpne Auto Mixer, 2016	\$1,250.00	6.00%	1175.00
	Protech Dugan Microphone Auto Mixer, 2000	\$2,995.00	6.00%	2815.30
<b>LCR-S-EQ</b>	<b>Equalizer Options for Standard Setup Package:</b>			
	ART 341 31 Band EQ			
		<b>List Price</b>	<b>% Discount</b>	<b>ESCNJ Contract Price</b>
	Fill in Prices here:	\$319.00	10.00%	287.10
<b>LCR-S-AMP</b>	<b>Amplifier Options for Standard Setup Package:</b>			
	Rolls RA170	\$339.00	10.00%	\$305.10
	Penton Amp 120	\$509.00	10.00%	\$458.10
	Bogen GS 150	\$799.00	10.00%	\$719.10

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<b>LCR-SP</b>	<b>Optional Speakers for Standard Setup Package:</b>			
	Evid Wall Speakers 4.2 T (Pair)	\$379.00	4.00%	363.84
	Sound Tube Ceiling Speakers CM-62EZ	\$149.00	4.00%	143.04
	<b>Additional Year of Maintenance and Support for Recording System Only: \$1050</b>			
<b>LCR-S-AL</b>	<b>Williams Assistive Listening Device: PPA-VP-37</b>			
	<b>Williams Assistive Listening Device:</b>	\$1,295.00	6.00%	1217.30
<b>CMSS</b>	<b>Conference Microphone System Setups below:</b>			
<b>EIWCM</b>	<b>Eiki Wireless Conference Microphones Pkg.</b>			
	Eiki Chairman Unit, EMC02	\$399.00	6.00%	375.06
	Eiki Delegate Unit, EMD02	\$389.00	6.00%	365.66
	Eiki Main Unit, EMMU02	\$1,495.00	6.00%	1405.30
	Eiki Antenna, EM36	\$375.00	6.00%	352.50
	Eiki Charger Case for 12 Mics, EM48	\$459.00	6.00%	431.46

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Model #	Item Description	Prices		
COUNCMP	<b>CouncilMAN Conference Mic. Pkg., CM-6W - includes 6 Microphones</b>			
	1 CouncilMAN Chairman Microphone, CHM-100			
	5 CouncilMAN Delegate Microphone, DEL-100			
	CouncilMAN AN-100CM Amp			
	CouncilMan Gooseneck Mics, LM-618			
	Handheld Wireless Microphone Included			
	6 XLR Cables, 3 Feet Each			
	Sturdy Cardboard Carry Case			
		<b>List Price</b>	<b>% Discount</b>	<b>ESC NJ Contract Price</b>
	Fill in Prices here:	\$3,040.00	7.00%	2827.20
COUNCOPS	<b>CouncilMAN Conference System Options:</b>			
	Speaker Stand for AN-100CM Amp, SS-250	\$120.00	7.00%	111.60
	Anchor Armor Hard Case, HC-ARMOR24-CM	\$429.00	7.00%	398.97
BOSCMP	<b>Bosch Conference Mic. Pkg, CCS-900:</b>			
	Bosch Control Unit with DAFS	\$1,695.00	5.00%	1610.25
	Bosch Chairman Microphone Unit	\$649.00	5.00%	616.55
	Bosch Delegate Microphone Unit	\$36.00	5.00%	509.20
	Bosch Suitcase for 10 Microphone Units	\$47.00	5.00%	519.65
	Cables	\$114.00	5.00%	108.30
<b>Labor Rates</b>		<b>Cost per Hour \$195 Per Hour</b>		
<b>Installation</b>		<b>\$195 Per Hour</b>		

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ESCNJ Co-op Members are located throughout all twenty-one (21) counties in New Jersey. This RFB will be approved on a county, regional, or State-wide basis. Please select the counties in which your company offers products & services. You may reproduce this form to submit different pricing for different counties. You may submit a comprehensive discount for multiple counties on one sheet. You may not submit more than one bid per county. Include ESCNJ fee (2%) in your pricing.

Below, please check the boxes to indicate in which county(ies) you will offer the discounts above.

North Jersey

Central Jersey

South Jersey

- Bergen
- Essex
- Hudson
- Morris
- Passaic
- Sussex

- Hunterdon
- Mercer
- Middlesex
- Monmouth
- Ocean
- Somerset

- Atlantic
- Burlington
- Camden
- Cape May
- Cumberland
- Gloucester

**Bid Submitted By:**

(Printed name)

Thomas B. Graziano

**Company:**

Gramco Word Processing, Inc., dba Gramco Business Communications

**Authorized Signature**

*Thomas B. Graziano*

**Date:**

1/29/18

All of New Jersey Served  Yes

Signature: *Thomas B. Graziano*  
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